



**SPECIAL CITY COUNCIL MEETING
RICHFIELD MUNICIPAL CENTER, COUNCIL CHAMBERS
NOVEMBER 30, 2021
6:00 PM**

Call to order

Pledge of Allegiance

PRESENTATIONS

1. Proclamation in Support of Inclusive School Week

PUBLIC HEARINGS

2. Conduct a truth in taxation public hearing regarding the 2022 property tax levy and 2021 Revised/2022 Proposed Budget and proposed 2022 utility rates.

OTHER BUSINESS

3. Consider acceptance of the proposal provided by Tierney for audio visual upgrades to the council chambers and the video control room, and additional quote for upgrades to conference, training and briefing rooms within City Hall, Fire Department, Public Works and Public Safety.

Staff Report No. 176

4. Adjournment

Auxiliary aids for individuals with disabilities are available upon request. Requests must be made at least 96 hours in advance to the City Clerk at 612-861-9738.

**CITY COUNCIL MEETING****11/30/2021**

REPORT PREPARED BY: Chris Swanson, Management Analyst

DEPARTMENT DIRECTOR REVIEW:

OTHER DEPARTMENT REVIEW: Neil Ruhland, Media Coordinator

CITY MANAGER REVIEW: Katie Rodriguez, City Manager
11/23/2021**ITEM FOR COUNCIL CONSIDERATION:****Proclamation in Support of Inclusive School Week****EXECUTIVE SUMMARY:**

Nationally, Inclusive Schools Week is held during the first week in December. For 2021, Inclusive Schools Week will take place December 6-12.

Since its inception in 2001, Inclusive Schools Week has celebrated the progress that schools have made in providing a supportive and quality education to an increasingly diverse student population, including students who are historically excluded due to disability, gender, socio-economic status, cultural heritage, language preference, and other factors.

The week also provides an important opportunity for educators, students and parents to discuss what else needs to be done in order to ensure that their schools continue to improve their ability to successfully educate all children.

This year, the Inclusive Schools Week's theme is "Rebuilding our Inclusive Community Together."

Richfield Public Schools is asking the city council to proclaim December 6-12 to be Inclusive Schools Week in the City of Richfield.

RECOMMENDED ACTION:**Proclaim December 6-12 to be Inclusive Schools Week in the City of Richfield.****BASIS OF RECOMMENDATION:****A. HISTORICAL CONTEXT**

The city council has never proclaimed an Inclusive Schools Week for the City of Richfield. However, doing so in 2021 would align with the city's ongoing diversity, inclusion and equity work.

B. POLICIES (resolutions, ordinances, regulations, statutes, etc):

This proclamation would not affect any current policy.

C. CRITICAL TIMING ISSUES:

The proclamation would need to occur prior to December 6, 2021 to be in place for Inclusive Schools

Week .

D. **FINANCIAL IMPACT:**

Declaring December 6-12 to be Inclusive Schools Week in the City of Richfield would not financially impact the city in any way.

E. **LEGAL CONSIDERATION:**

Declaring December 6-12 to be Inclusive Schools Week in the City of Richfield would not have any legal implications associated with the proclamation.

ALTERNATIVE RECOMMENDATION(S):

Not agreeing to the proclamation would mean that Inclusive Schools Week would not be officially celebrated in Richfield. However, it is the organization's understand that the Richfield Public Schools would still host its own internal celebration and promote it through its communication channels.

PRINCIPAL PARTIES EXPECTED AT MEETING:

Representatives from Richfield Public Schools

ATTACHMENTS:

Description	Type
□ Proclamation in Support of Inclusive School Week	Cover Memo



Proclamation of the City of Richfield

WHEREAS, Richfield educators recognize each student is unique, learns differently, and, therefore, learns better if teaching is tailored to their abilities, needs and interests; and

WHEREAS, Richfield's educators and families have been working hard to ensure classrooms and schools are high performing and inclusive; and

WHEREAS, Through their efforts to make schools and classrooms high performing and inclusive, Richfield's educators and families have significantly contributed to building a stronger and more inclusive community; and

WHEREAS, Richfield educators and families deserve to celebrate their successes and should also reflect on how they might further improve educational practices; and

WHEREAS, Richfield families and educators unite with schools, school districts, and communities around the country in celebrating Inclusive Schools Week; and

Now, THEREFORE, I Mary B. Supple, Mayor Pro Tempore of the City of Richfield and the Richfield Council Members, do hereby proclaim December 6-10, 2021, as Inclusive Schools Week in the City of Richfield.

PROCLAIMED this 30th day of November, 2021.

Mary B. Supple,
Mayor Pro Tempore

**CITY COUNCIL MEETING****11/30/2021**

REPORT PREPARED BY: Katie Rodriguez, City Manager

DEPARTMENT DIRECTOR REVIEW:

OTHER DEPARTMENT REVIEW: N/A.

CITY MANAGER REVIEW: Katie Rodriguez, City Manager
11/23/2021**ITEM FOR COUNCIL CONSIDERATION:****Conduct a truth in taxation public hearing regarding the 2022 property tax levy and 2021 Revised/2022 Proposed Budget and proposed 2022 utility rates.****EXECUTIVE SUMMARY:**

At the September 14, 2021 City Council meeting the City Council adopted the 2022 preliminary property tax levy and announced November 30, 2021 at 6:00 p.m. as the date and time for the statutory truth in taxation public hearing.

Hennepin County has mailed the proposed 2022 property tax statements to property owners in Richfield, which are based upon the proposed levy and announced the date of the public hearing.

RECOMMENDED ACTION:

Conduct and close the truth in taxation public hearing and by motion: schedule final action on the 2022 property tax levy and 2021 Revised/2022 Proposed Budget and proposed 2022 utility rates, for the regular City Council meeting of December 14, 2021.

BASIS OF RECOMMENDATION:**A. HISTORICAL CONTEXT**

None.

B. POLICIES (resolutions, ordinances, regulations, statutes, etc):

Counties, cities over 500 population, school districts, and metropolitan special taxing districts are required to hold a single meeting which the public is allowed to speak and the budget and levy is discussed.

This meeting may be part of a regularly scheduled meeting but must occur after 6:00 p.m.

Minnesota Statutes mandates that the truth in taxation public hearing must be conducted between November 25 and December 28, 2020.

The City has chosen to conduct the truth in taxation meeting on November 30, 2021 at 6:00 p.m.

The requirement to publish a notice of a Truth in Taxation hearing and proposed property tax levy is no longer required.

C. CRITICAL TIMING ISSUES:

Schedule the final adoption action for the 2021 Revised/2022 Budget and tax levy and utility rates for December 14, 2021.

The City must adopt their final payable 2022 property tax levies and their proposed 2022 budgets not later than December 28, 2021.

D. FINANCIAL IMPACT:

The preliminary gross tax levy for taxes payable 2022 is \$25,127,419.

The gross tax levy represents a 4.98% increase from the 2021 gross levy.

The City's tax capacity rate is anticipated to increase from 54.079% to 54.605%.

Included in the 2022 preliminary gross levy is a levy to fund the purchase of rolling stock and technology equipment of \$835,000, a levy to fund the Economic Development Authority of \$556,823, and a debt service levy of \$3,668,535.

E. LEGAL CONSIDERATION:

The City has scheduled November 30, 2021 for the TNT hearing and December 14, 2021 for the official adoption of the final levy and budget.

Final adoption of the payable 2022 property tax levies must be completed by December 28, 2021.

ALTERNATIVE RECOMMENDATION(S):

None.

PRINCIPAL PARTIES EXPECTED AT MEETING:

N/A.



STAFF REPORT NO. 176
CITY COUNCIL MEETING
11/30/2021

REPORT PREPARED BY: Jane Skov, IT Manager

DEPARTMENT DIRECTOR REVIEW:

OTHER DEPARTMENT REVIEW:

CITY MANAGER REVIEW: Katie Rodriguez
11/23/2021

ITEM FOR COUNCIL CONSIDERATION:

Consider acceptance of the proposal provided by Tierney for audio visual upgrades to the council chambers and the video control room, and additional quote for upgrades to conference, training and briefing rooms within City Hall, Fire Department, Public Works and Public Safety.

EXECUTIVE SUMMARY:

Consider acceptance of the proposal from Tierney for upgrades to the council chambers and video control room at City Hall.

Consider acceptance of the proposal from Tierney for upgrades to the conference rooms at City Hall (Babcock, Bartholomew, Heredia, Executive), Fire Department training room, Public Works training room and the Police briefing room.

The council chambers and conference/training rooms need significant upgrades to adapt to virtual meeting platforms. Meetings or participants need to have the ability to view the meetings on streaming services, hold virtual meetings and portray a good quality audio and visual display.

It is recommended that American Rescue Plan Act funds be used to purchase all of the upgrades outlined in the two quotes from Tierney.

RECOMMENDED ACTION:

By motion, approve acceptance of the proposal provided by Tierney for audio visual upgrades to the council chambers and the video control room, and additional quote for upgrades to conference, training and briefing rooms within City Hall, the Fire Department, Public Works and Public Safety.

BASIS OF RECOMMENDATION:

A. HISTORICAL CONTEXT

The equipment in the conference/training rooms, council chambers video control rooms are over 10 years old and are in need of upgrading to keep up with technology and the change in how meetings/trainings are conducted. To keep the older equipment working, Tierney has provided the city with audio visual support/service over the past 2 years for all of our conference rooms and video control

room.

We have consulted with Tierney's Design services to design the conference and training rooms, council chambers and video control rooms to upgrade to newer technology and add more communication features.

B. POLICIES (resolutions, ordinances, regulations, statutes, etc):

Tierney holds the State contract for the **Minnesota's Cooperative Purchasing Venture (CPV)**, established by Minn. Stat. § 16C.03, subd.10, allowing eligible entities to purchase goods, certain services and utilities from contracts established by the Office of State Procurement (OSP) for Minnesota state agencies.

Purchasing and Spending Authority Policy

Spending Authority

- Contracts or purchases greater than \$175,000 must be submitted to the City Council for approval.
- Contracts or purchases from \$1,000 to \$175,000 must be approved by the division manager, department director, Finance Director, and the City Manager.

C. CRITICAL TIMING ISSUES:

Tierney has heard from several manufactures they will be raising pricing as soon as December 1, 2021 and again January 1, 2022.

By approving the proposals and ordering these products before December 1, 2021 the city expects to save several thousand dollars. In order to place any orders Tierney will need to have the quotes signed.

D. FINANCIAL IMPACT:

Council Chambers	\$ 155,969.96
Video Control – Broadcast Pix	\$ 19,013.38
Total	\$ 174,983.34

Babcock Conference Room	\$ 40,924.49
Bartholomew Conference Room	\$ 76,077.76
Heredia Conference Room	\$ 56,264.94
Executive Conference Room	\$ 34,836.89
Fire Department Training Room	\$ 31,656.91
Public Works Training Room	\$ 19,719.15
Police Training Room	\$

Total \$ 259,480.14

E. LEGAL CONSIDERATION:

ALTERNATIVE RECOMMENDATION(S):

The alternative recommendation would be to move forward with the Council Chambers and Video Control room and do not upgrade the conference/training rooms at this time. This recommendation will increase the costs of the project as prices are rising December 1, 2021 and on January 1, 2022.

PRINCIPAL PARTIES EXPECTED AT MEETING:

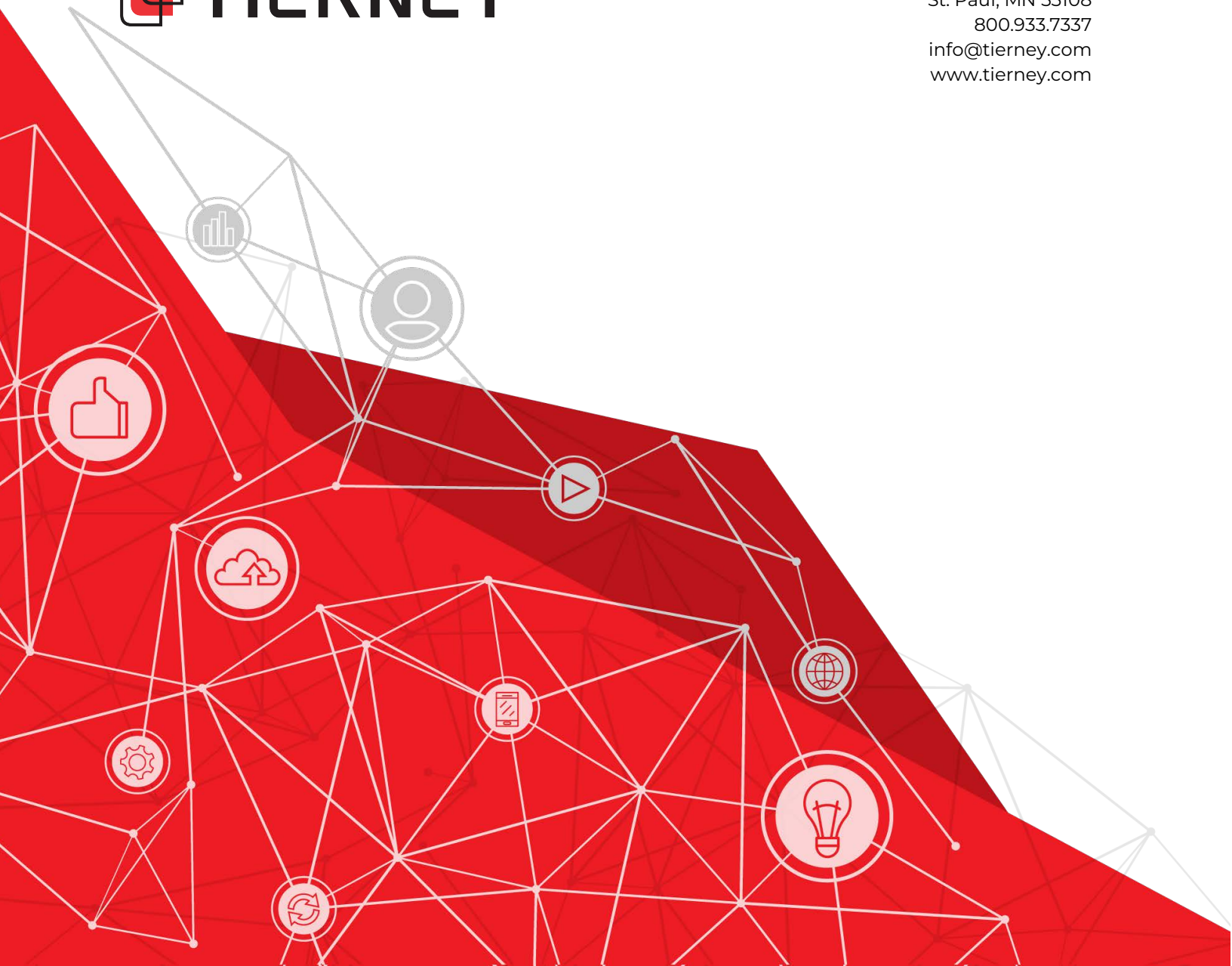
None

ATTACHMENTS:

Description	Type
▣ AV Proposal Chambers	Contract/Agreement
▣ AV Proposal All ConfRooms	Contract/Agreement



1771 Energy Park Dr. Suite 100
St. Paul, MN 55108
800.933.7337
info@tierney.com
www.tierney.com



PROPOSAL

Design & Integration by Tierney

Wednesday, September 08, 2021

Jane Skov
City Of Richfield

Proposal for Audio-Visual Service

RE: Richfield - Council Chambers Upgrade

Opportunity Number: 29635

Scope of Integration Services

Summary of Work to be completed by Tierney at **6700 Portland Ave, Richfield, MN 55423**.
(Please initial if address is correct or provide correct address. _____)

Tierney is proposing to update the AV systems in the council chambers and control room at the City Hall in Richfield Minnesota. This will include the following:

Quote Number

City Hall Council Chambers Update

De-Installation

All existing analog equipment and cabling will be de-installed and removed from the system. Tierney will reuse equipment that still meets today's standards including audio power amplifiers, local dais speakers, on-air light, lectern, admin, dais & wireless microphones. All de-installed equipment will be given to the client for disposal / recycling. Additional deletions are noted below.

Video Solution

The existing projection screen and projector will be disconnected from the overall system. The screen will remain in place and the projector will be de-installed. The two hanging displays will be removed and replaced with LG commercial 86" 4K displays and display mounts. The existing ceiling pipe will be replaced with the appropriate length, white, and the current ceiling hardware will be re-used. Twelve (12) desktop monitors will be provided at the staff table (4), dais (7) for council and staff viewing. Each display will be connected into the overall AV system and will be able to switch between a local laptop, content being displayed in the room and channel 16 via Cameo keypads described in the control section below. The two (2) existing monitors at the presenter's podium will be removed and replaced with a one (1) display. This display will show the same content that is being presented in the room.

A new LG commercial 65" 4K monitor will be installed outside of the Chambers and will be connected into the system and will show a live feed from the room. When no meeting is in place, this display will show a feed from the central signage system.

Sources will include control room PC & laptop connection, dais left HDMI, dais right HDMI, staff / admin left, staff / admin right, OFE lectern laptop, lectern OFE PC, document camera, channel 16 feed, Bartholomew rm. feed, & digital signage feed.

Program outputs will include CableCast (HD-SDI), two (2) 86" displays, one (1) 65" overflow display, one (1) presentation lectern display, two (2) dais (far left & far right) & two (2) staff /

admin (left / right) displays, five (5) dais (displays 2-6) & two (2) staff / admin (displays 2-3) via 1: 8 HDMI DA and TX/RX , one (1) SMP streaming media processor, one (1) HDMI output to production switcher & output via HDMI DA to two (2) rear chamber HDMI press output plates.

Web Conferencing

Tierney will re-use OFE components to convert the HD/SDI video and audio system to HDMI w/ embedded audio signal. This signal will route to the staff table location 4 laptop and connected via USB for web conferencing sessions (Zoom, Teams, Webex, etc.).

Audio

The current Nexia audio DSP's will be removed and replaced with one (1) TesiraForte AVB VT DSP and one (1) AVB CI DSP.

Audio sources will include eight (8) dais, four (4) staff / admin & one (1) lectern presenter OFE gooseneck microphones, two (2) Tierney provided Shure SLXD wireless microphone receivers with one each lavalier & handheld microphone transmitter per receiver. Antennas will be remoted to the council chambers from the control room. The existing Audio Technica wireless components will be de-installed. Additional sources are program audio from dais, staff / admin presentation laptops & lectern PC and lectern presentation laptop.

A Williams Sound FM 558 PRO assistive listening system will be provided that will include a rack mounted transmitter, four (4) receivers, four (4) surround earphones, two (2) neck loop earphones, batteries, battery chargers & remote antenna.

The two (2) existing ceiling mounted speakers will be removed. Six (6) 70V in-ceiling speakers will be installed and placed over the audience area. Six (6) OFE dais speakers and two (2) staff / admin speakers will be re-used and the speakers will be zoned to avoid feedback. Two (2) Audio Press Feed single gang output plates will be mounted next to the rear chamber press HDMI plates. The current OFE 8 channel 8-ohm power amplifier will be re-used for dais, lectern and staff / admin speakers. Note VoIP calling is supported if requested.

Control

Tierney will provide a Crestron 15.6" HD Touch screen that will be located in the control room and three (3) 7" tabletop touch screens will be provided and located staff / admin table, Mayor's seat at dais & presenter's lectern. Five (5) 3 button single gang touchpads will be provided, mounted at Dais display 2-6 locations and programmed to switch between local laptop, Channel 16 and room presentation. Note that either Channel 16 or the room presentation can be shown at the five Dais locations at one time. **Note:** prior to programming phase the system programmer will consult with the client as to final control functionality and panel layouts. Therefore, control will include but is not limited to the following:

- Presentation / overflow display power-Note that dais, staff / admin & lectern displays will be controlled at the front panel on/off buttons
- Source selection and routing
- Gavel timer (if required)
- Microphone name set-up

- SMP recording controls
- Lighting & shade controls (if existing, to match current program)
- Audio level controls (Recording, Gooseneck Mics, Aux Mic, Press Feeds, Live Feeds, Overflow, etc.)
- VoIP Dialing (If Requested)

Controlled Devices

- 86 & 65" displays: Ethernet via DM Receivers
- Touch Screens: via POE Ethernet
- Audio Processors: via Ethernet
- Control Processor: Ethernet
- A/V Matrix Switcher: via Ethernet
- SMP Recorder: via Ethernet
- PTZ Cameras: via Ethernet

Control on the council chamber panels will be limited functionality decided with the programmer

Production System

Tierney will remove the current Broadcast Pix analog production system, the five Sony PTZ cameras and the in-ceiling document camera. Tierney will provide a BroadcastPix HD/SDI BPswitch MX production system with built in 3D CG graphics, Commander software, 27" tele-touch screen, one-year enhanced warranty and support contract and 4 hours of on-line training. Tierney will supply and install five (5) Vaddio Roboshot 30E HDBT OneLINK PTZ Bridge camera systems and one (1) in-ceiling DocCAM 20 one-link bridge document camera. These cameras will be mounted in the same locations as the existing cameras being removed. Additional mounting hardware for the three pole mounted cameras will be supplied.

Tierney will supply, rack mount and configure an Extron H.264 Streaming Media Processor that will provide live streaming and recording of council meetings.

Equipment Rack and Accessories

Tierney will de-install two -existing equipment racks (one will remain that houses the OFE cablecast equipment).

Tierney will provide a 44RU Middle Atlantic ERK series rack to be located in the control room. The equipment rack will include power, shelves, thermal management, lacing bars, vents, blanks and fasteners.

Note that the current production desk will be re-used.

Client Responsibilities

The following responsibilities and items requested below are a requirement as per the project scope to be completed by the Client. If any of the below items cannot be completed prior to the dates coordinated with Tierney project management staff additional charges may apply.

This proposal assumes all owner furnished equipment is operational and without issues. If issues are discovered to exist with owner furnished equipment, Tierney reserves the right to charge for lost installation time, and will provide a solution to fix the issue which may result in a change order.

- Provide 120V power at locations as is necessary
- Provide and configure all required network connections
- Verifying configuration of the network connections not currently in place prior to TBI installation date
- Verify equipment placement with TBI Project Management
- Verify cable and conduit pathway is accessible w/ TBI Project management prior to installation date
- Provide a clear, clean, and accessible room for the installation w/o interruption 8:00am – 5:00 pm, M-F

We appreciate the opportunity to present this proposal. If you have any questions, please do not hesitate to contact us at your convenience at 612-331-5500. Our fax number is 612-331-3424.

Proposal Prepared By:

Sales Representative - Mike Chapley

Systems Engineer - Tom Tautges

(Please initial to acknowledge and authorize the Scope of Integration Services presented here. _____)



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To

Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To

Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:

A - Council Chambers (SC)

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	A - Council Chambers (SC)							
	Video Display Solution							
2	CMS060W FIXED PIPE 60"- White	Chief	\$66.34	\$132.68	\$58.71	\$117.42	13%	Mounting Hardware
1	LTA1U Large Fusion Tilt Wall Mount	Chief	\$161.66	\$161.66	\$143.07	\$143.07	13%	Mounting Hardware
2	XCM1U XL, SINGLE COLUMN, CEILING MOUNT	Chief	\$415.44	\$830.88	\$367.65	\$735.30	13%	Mounting Hardware
1	43UR640S0UD 43" LED-LCD TV - 4K UHD TV - TAA Compliant - LED Backlight - 3840 x 2160 Resolution SIMPLE EDITOR WIFI 120HZ HDMI 3YR	LG	\$651.64	\$651.64	\$576.67	\$576.67	13%	Display Monitors
1	65UR640S0UD 65" LED-LCD TV - 4K UHD TV - TAA Compliant - LED Backlight - 3840 x 2160 Resolution SIMPLE EDITOR WIFI 120HZ HDMI 3YR	LG	\$1,225.49	\$1,225.49	\$1,084.50	\$1,084.50	13%	Display Monitors
2	86UR640S0UD 86" LED-LCD TV - 4K UHD TV - TAA Compliant - LED Backlight - 3840 x 2160 Resolution SIMPLE EDITOR WIFI 240HZ HDMI 3YR	LG	\$3,258.16	\$6,516.32	\$2,883.33	\$5,766.66	13%	Display Monitors
1	EAD62707902 EAD62707902, CABLE,ASSEMBLY	LG	\$6.93	\$6.93	\$6.13	\$6.13	13%	Cabling
12	E221N-BK MultiSync E221N-BK, 21.5" AH-IPS LED backlit LCD Monitor with 3-sided Ultra Narrow Bezels, 1920x1080, VGA / HDMI / DisplayPort inputs, No Touch Auto Adjust, NaViSet Administrator, 110mm Height Adjustable stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty	NEC	\$199.60	\$2,395.20	\$176.64	\$2,119.68	13%	Display Monitors
	Video Source Solution							
1	SDHC-16c10-1(M) 16GB Class 10 Micro SD Memory Card	BrightSign	\$21.19	\$21.19	\$18.75	\$18.75	13%	Display Monitors



216017



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	XD234 H.265, True 4K, dual video decode, advanced HTML5 player with standard I/O package	BrightSign	\$348.88	\$348.88	\$308.75	\$308.75	13%	Display Monitors
1	60-1331-13 DTP HDMI 4K 330 Rx Long Distance HDMI Twisted Pair Extender HDMI Rx - 330 feet Owner Furnished Product - PC	Extron	\$316.40	\$316.40	\$280.00	\$280.00	13%	Broadcast Video and Production
1	Integration Item 999-9968-000 DocCAM 20 HDBT Camera Audio Solution	Vaddio	\$3,215.72	\$3,215.72	\$2,845.77	\$2,845.77	13%	Video Conferencing
1	TesiraCONNECT TC-5 5-ports with 100/1000M Ethernet All 5 ports are AVB enabled with support for up to 150 AVB streams 4 ports provide PoE+ Class 4 with 120W budget RSTP (rapid spanning tree) Support Supported topology is up to 4 TesiraCONNECT devices in a single media network cluster Standard Ethernet distance limits using Cat 5e UTP or better Universal external power supply	Biamp	\$678.00	\$678.00	\$600.00	\$600.00	13%	Control Systems
1	TesiraFORTE AVB CI TesiraFORTE DSP fixed I/O server with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, and Sona [®] Acoustic Echo Cancellation (AEC) technology (all 12 inputs)	Biamp	\$2,089.37	\$2,089.37	\$1,849.00	\$1,849.00	13%	Audio Products
1	TesiraFORTE AVB VT TesiraFORTE DSP fixed I/O server with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 of AVB, Acoustic Echo Cancellation (AEC) technology (all 12 inputs), 2 channel VoIP and standard FXO telephone interface	Biamp	\$2,258.87	\$2,258.87	\$1,999.00	\$1,999.00	13%	Audio Products
1	AMP-X300 AMP-X300 X Series Amplifier	Crestron	\$452.00	\$452.00	\$400.00	\$400.00	13%	Audio Products
2	FP-G2-B-T Decorator Style Faceplate, 2-Gang, Black Textured	Crestron	\$11.30	\$22.60	\$10.00	\$20.00	13%	Control Systems
6	CONTROL 26CT 6.5" Ceiling Loud Speaker Transducer Assembly - Includes a multi-tap transformer for a 70V or 100V line distribution system - White	JBL	\$141.18	\$847.08	\$124.94	\$749.64	13%	Audio Products
2	Integration Item TIERNE-WQ624852 Press Audio	Liberty	\$30.60	\$61.20	\$27.08	\$54.16	13%	Cabling



216017



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	NC3MXX Nc3Mxx 3 Pin Male Xlr Nickelsilver Tec4	Neutrik	\$2.57	\$2.57	\$2.27	\$2.27	13%	Cabling
2	SLXD124/85-G58 Combo System with SLXD1 Bodypack, SLXD4 Receiver, SM58 and WL185 Lavalier Microphone	Shure	\$787.89	\$1,575.78	\$697.25	\$1,394.50	13%	Audio Products
1	UA221 Passive Antenna Splitter combiner Kit	Shure	\$124.30	\$124.30	\$110.00	\$110.00	13%	Audio Products
2	UA8-470-530 1/2 Wave Omnidirectional Antenna for UR4S+, UR4D+, ULX54, ULXP4 Receivers, P9T Transmitter, (470-530 MHz)	Shure	\$23.73	\$47.46	\$21.00	\$42.00	13%	Broadcast Video and Production
2	UABIAST-US In-line adapter. Supplies 12V DC bias power over coaxial BNC cable, includes PS23US	Shure	\$62.15	\$124.30	\$55.00	\$110.00	13%	Audio Products
1	FM 558 PRO FM Plus Large-area Dual FM and Wi-Fi assistive listening system with 4 FM R38 receivers. Features coaxial cable and rack panel kit for professional installation. System includes: (1) FM T55 transmitter, (4) PPA R38N receivers, (4) EAR 022 surround earphones, (2) NKL 001 neckloops, (2) BAT KT6 two-bay chargers and rechargeable batteries, (1) ANT 005 remote coaxial antenna, (1) IDP 008 ADA wall plaque, (1) RPK 005 rack panel kit. Control Solution	Williams Sound	\$1,480.30	\$1,480.30	\$1,310.10	\$1,310.10	13%	Audio Products
1	CP4N 4-Series Control System	Crestron	\$1,582.00	\$1,582.00	\$1,400.00	\$1,400.00	13%	Video Products
1	TS-1542-TILT-B-S 15.6" HD Touch Screen, Tabletop Tilt, Black Smooth	Crestron	\$2,712.00	\$2,712.00	\$2,400.00	\$2,400.00	13%	Control Systems
3	TS-770-B-S 7 in. Tabletop Touch Screen, Black Smooth	Crestron	\$1,130.00	\$3,390.00	\$1,000.00	\$3,000.00	13%	Control Systems
1	AMS-2624P 26 Port Switch With 24 Ports PoE Furniture/Rack Solution	Luxul	\$727.23	\$727.23	\$643.57	\$643.57	13%	Broadcast Video and Production
1	CAT6-5RED Cat6 550 Mhz Snagless Patch Cable 5ft Red	Comprehensive	\$2.29	\$2.29	\$2.03	\$2.03	13%	Cabling
1	TIERNE-RHIM-RDRJ Rack Header-Image Series1 Rack-Logo	Liberty	\$32.07	\$32.07	\$28.38	\$28.38	13%	Audio-Visual Furniture
1	CBS-ERK-25 CBS-ERK-25 Skirted Wheel Base w/Casters for 25" ERK Racks	Middle Atlantic	\$152.04	\$152.04	\$134.55	\$134.55	13%	Audio-Visual Furniture



216017



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
9	EB1 Rack Blank Panel 1Ru, 1.75" Black, Mid Atlantic	Middle Atlantic	\$7.12	\$64.08	\$6.30	\$56.70	13%	Audio-Visual Furniture
3	EB2 EB2 Rack Blank Panel 2RU, 3.5" Black	Middle Atlantic	\$9.66	\$28.98	\$8.55	\$25.65	13%	Audio-Visual Furniture
1	ERK-4425LRD ERK Series Rack, 44 RU, 25"D, w/o Rear Door BLACK FINISH	Middle Atlantic	\$595.96	\$595.96	\$527.40	\$527.40	13%	Audio-Visual Furniture
1	ERK-4QFT-FC Fan Top, 165 CFM, w/Controller, ERK Series	Middle Atlantic	\$422.06	\$422.06	\$373.50	\$373.50	13%	Audio-Visual Furniture
2	HP-Screws HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$17.29	\$34.58	\$15.30	\$30.60	13%	Audio-Visual Furniture
1	LBP-1A, 10 PACK LBP-1A, 10 PACK	Middle Atlantic	\$26.44	\$26.44	\$23.40	\$23.40	13%	Audio-Visual Furniture
1	PD-2415SC-NS High Density Slim Power Strip 24-Outlet 15A	Middle Atlantic	\$119.50	\$119.50	\$105.75	\$105.75	13%	Audio-Visual Furniture
1	PD-915R-SP Rackmount Power, 9 Outlet, 15A, Series Surge	Middle Atlantic	\$404.77	\$404.77	\$358.20	\$358.20	13%	Cabling
1	Integration Item S-IEC-24X20 20-PK24"STND IEC	Middle Atlantic	\$70.68	\$70.68	\$62.55	\$62.55	13%	Cabling
5	UFA-8-F1 UFA Shelf (1 Space)	Middle Atlantic	\$39.66	\$198.30	\$35.10	\$175.50	13%	Audio-Visual Furniture
1	VT1 VT1 1-Space Vent Panel -1 3/4"	Middle Atlantic	\$12.71	\$12.71	\$11.25	\$11.25	13%	Audio-Visual Furniture
3	998-6000-006 Dual Rack Mount Kit For Vaddio 1/2-Rack Enclosures System Core and Infrastructure Solution Owner Furnished Product - Web Conferencing Components including Black Magic SDI to HDMI, Audio Embedder, HHDMI TX/RX and AJA U-TAP	Vaddio	\$95.02	\$285.06	\$84.09	\$252.27	13%	Audio-Visual Furniture
1	IC280A-R2 USB 2.0 CAT5 Extender R2	Black Box	\$373.87	\$373.87	\$330.86	\$330.86	13%	Broadcast Video and Production
2	Integration Item 54303 6in C2G Mini DisplayPort M to DP F BK	C2G	\$10.23	\$20.46	\$9.05	\$18.10	13%	Cabling



216017



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
27	56781 1FT HIGH SPEED HDMI(R) CABLE WITH ETHERNET	C2G	\$4.35	\$117.45	\$3.85	\$103.95	13%	Control Systems
20	56782 3FT HIGH SPEED HDMI R CABLE WITH ETHERN	C2G	\$5.32	\$106.40	\$4.71	\$94.20	13%	Cabling
5	56783 6FT HIGH SPEED HDMI® CABLE WITH ETHERNET FOR CHROMEBOOKS, LAPTOPS, AND TVS	C2G	\$5.54	\$27.70	\$4.90	\$24.50	13%	Cabling
20	CAT6-5BLK Cat6 550 Mhz Snagless Patch Cable 5ft Black	Comprehensi ve	\$2.29	\$45.80	\$2.03	\$40.60	13%	Cabling
2	CAT6-7BLK Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehensi ve	\$2.70	\$5.40	\$2.39	\$4.78	13%	Cabling
2	USB2-AB-3ST USB 2.0 A Male To B Male Cable 3ft.	Comprehensi ve	\$2.19	\$4.38	\$1.94	\$3.88	13%	Cabling
4	DMC-4KZ-C DigitalMedia 8G+® 4K60 4:4:4 HDR Input Card for DM® Switchers, HDBaseT® Compatible	Crestron	\$621.50	\$2,486.00	\$550.00	\$2,200.00	13%	Broadcast Video and Production
5	DMC-4KZ-CO-HD 2-Channel DigitalMedia 8G+® 4K60 4:4:4 HDR Output Card for DM® Switchers	Crestron	\$734.50	\$3,672.50	\$650.00	\$3,250.00	13%	Broadcast Video and Production
4	DMC-4KZ-HD HDMI® 4K60 4:4:4 HDR Input Card for DM® Switchers	Crestron	\$452.00	\$1,808.00	\$400.00	\$1,600.00	13%	Control Systems
1	Integration Item DM-MD16X16-CPU3 16x16 DigitalMedia™ Switcher	Crestron	\$4,859.00	\$4,859.00	\$4,300.00	\$4,300.00	13%	Control Systems
1	DM-PSU-16-PLUS 16-Port PoDM+ Power Supply for DM 8G+® I/O Cards	Crestron	\$988.75	\$988.75	\$875.00	\$875.00	13%	Control Systems
6	DM-RMC-4KZ-100-C DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver & Room Controller 100	Crestron	\$508.50	\$3,051.00	\$450.00	\$2,700.00	13%	Broadcast Video and Production
2	DM-RMC-4KZ-SCALER-C DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler	Crestron	\$1,017.00	\$2,034.00	\$900.00	\$1,800.00	13%	Broadcast Video and Production
2	DM-TX-4KZ-100-C-1G-B-T DigitalMedia 8G+® 4K60 4:4:4 HDR Wall Plate Transmitter, Black	Crestron	\$565.00	\$1,130.00	\$500.00	\$1,000.00	13%	Control Systems
2	DM-TX-4KZ-202-C DigitalMedia 8G+® 4K60 4:4:4 HDR Transmitter 202	Crestron	\$847.50	\$1,695.00	\$750.00	\$1,500.00	13%	Broadcast Video and Production
4	FP-G1-B-T Decorator Style Faceplate, 1-Gang, Black Textured	Crestron	\$5.65	\$22.60	\$5.00	\$20.00	13%	Cabling



216017



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	HD-DA2-4KZ-E HD-DA2-4KZ-E 1:2 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support	Crestron	\$226.00	\$226.00	\$200.00	\$200.00	13%	Audio Products
1	HD-DA8-4KZ-E 1:8 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support	Crestron	\$565.00	\$565.00	\$500.00	\$500.00	13%	Broadcast Video and Production
2	HD-RX-101-C-1G-E-B-T DM Lite – HDMI® over CATx Receiver, Wall Plate, Black Textured	Crestron	\$214.70	\$429.40	\$190.00	\$380.00	13%	Broadcast Video and Production
8	HD-RX-101-C-E DM Lite – HDMI® over CATx Receiver, Surface Mount	Crestron	\$186.45	\$1,491.60	\$165.00	\$1,320.00	13%	Video Conferencing
8	HD-TX-101-C-E HDMI® over CATx Transmitter, Surface Mount	Crestron	\$186.45	\$1,491.60	\$165.00	\$1,320.00	13%	Video Conferencing
3	DMC-4KZ-HDO 2-Channel HDMI® 4K60 4:4:4 HDR Scaling Output Card for DM® Switchers	Crestron	\$1,017.00	\$3,051.00	\$900.00	\$2,700.00	13%	Broadcast Video and Production
1	60-1324-02 H.264 Streaming Media Processor with 3G-SDI Input	Extron	\$3,384.35	\$3,384.35	\$2,995.00	\$2,995.00	13%	Control Systems
7	60-1603-01 SW2 HD 4K PLUS Two Input 4K/60 HDMI Switcher	Extron	\$339.00	\$2,373.00	\$300.00	\$2,100.00	13%	Cabling
1	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$28.25	\$25.00	\$25.00	13%	Cabling
8	112128 112128 Bnc Plug Rg58 Plncrimp 3 Piece Lib1	Liberty	\$1.73	\$13.84	\$1.53	\$12.24	13%	Cabling
650	16-2C-P-BLK Commercial grade 16 AWG 2 conductor twisted unshielded featuring a plenum rating and economical construction.	Liberty	\$0.19	\$123.50	\$0.17	\$110.50	12%	Cabling
250	22-2C-PSH-BLK Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$27.50	\$0.10	\$25.00	10%	Cabling
1,000	24-4P-PL6-EN-BLK Plenum CAT6 priced per foot	Liberty	\$0.30	\$300.00	\$0.269	\$269.00	12%	Cabling
1,000	24-4P-P-L6ASH-BLK Black Category 6A F/UTP EN Series 23 AWG 4 Pair Shielded Cable Reel	Liberty	\$0.74	\$740.00	\$0.659	\$659.00	12%	Cabling



216017



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
100	RG58-CMP-BLK - NOT AVAILABLE IN BLK Microwave and Wireless RF195 RG58 solid dual shield plenum cable BLACK	Liberty	\$0.47	\$47.00	\$0.417	\$41.70	13%	Cabling
15	11108080034 Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$5.10	\$0.30	\$4.50	13%	Cabling
2	NC3FXX-B Nc3Fxx-B Neutrik 3 Pin F Xlrblack/Gold Tec4	Neutrik	\$4.19	\$8.38	\$3.71	\$7.42	13%	Cabling
	Owner Furnished Products: (9) Speakers (1) CX168 Power Amp							
3	Integration Item 535-2000-290 DROP DN MT FOR SMALL PTZ CAMERAS - SHORT	Tierney	\$219.20	\$657.60	\$193.98	\$581.94	13%	Video Conferencing
1	Integration Item 999-1105-043 ONELINK HDMI INTERFACE STAND ALONE N/A	Tierney	\$1,152.82	\$1,152.82	\$1,020.19	\$1,020.19	13%	Video Conferencing
5	999-99630-200W RoboSHOT 30E HDBT OneLINK Bridge System	Vaddio	\$5,279.79	\$26,398.95	\$4,672.38	\$23,361.90	13%	Video Conferencing
1	999-80000-027 Teletouch 27" Touch Screen System	Vaddio	\$1,895.79	\$1,895.79	\$1,677.69	\$1,677.69	13%	Display Monitors
	*****Services & Integration*****							
29	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$451.03	\$13,080.00				
1	Discount Discount - Design Fee Credit	Tierney	(\$9,600.00)	(\$9,600.00)	\$0.00	\$0.00		
103	Minnesota State Contract - Project Management		\$90.00	\$9,270.00				
39	Minnesota State Contract - In-House Installation		\$90.00	\$3,510.00				
176	Minnesota State Contract - On-Site Installation		\$95.00	\$16,720.00				
82	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$9,840.00				



216017

7 of 8



Quote

#216017

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
18.9	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$4,725.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$2,999.00	\$2,999.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				

Subtotal	\$154,099.56
Tax (0%)	\$0.00
Shipping Cost	\$1,870.40
Total	\$155,969.96

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

- Standard Times for Delivery from Receipt of PO*:
- Stocked Product Equipment Only Sales – Three to Five Business Days
 - Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
 - Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.





Quote

#216040

09/08/2021

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

Bill To
Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To
Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:
B - Broadcast Pix (NC)

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	Transaction Not Eligible	Net 30

Qty	Item	MFG	Price	Ext. Price
1	B - Broadcast Pix for Council Chambers (NC) BPS-MX BPSwitch MX with 8 SDI inputs + 1 external key and 6 outputs, NewBlueFX NTX graphics *Cost includes part of the \$8,756.00 upgrade credit	Broadcast Pix	\$19,895.00	\$19,895.00
1	406 Commander Broadcast Pix Commander Touchscreen Control Interface *Cost includes part of the \$8,756.00 upgrade credit	Broadcast Pix	\$1,900.00	\$1,900.00
1	786 Purchased with the system, enhanced 1st year warranty provides full hardware & software support for 12 months + 1 month installation, advanced spares replacement, telephone support, system upgrades and 13 month BPNet license	Broadcast Pix	\$1,913.40	\$1,913.40
1	Integration Item 787 One Year support contract; provides full hardware & software support for 12 months, advanced spares replacement, telephone support, system upgrades and 1 year BPNet license	Broadcast Pix	\$2,790.98	\$2,790.98
1	607 4 hours Web based training	Broadcast Pix	\$1,200.00	\$1,200.00
1	Discount Mica upgrade Credit (Server and software, system must be returned to utilize existing switcher board)	Broadcast Pix	(\$8,756.00)	(\$8,756.00)

Subtotal \$18,943.38

Tax (0%) \$0.00

Shipping Cost \$70.00

Total \$19,013.38





Quote

#216040

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

To accept this quotation, sign here : _____

If accepting this quote via purchase order please reference this quote number on your PO. To order via credit card please contact customer service at 612-331-5500.

This document is subject to the terms and conditions found here: <https://www.tierney.com/sales-order-terms-conditions/>

Pricing Adjustments as it Relates to Tariffs: If/When international tariff changes impact any product(s) included in this quote, Tierney reserves the right to adjust or cancel this quote.

Please inspect product upon delivery. All claims for defective merchandise or errors in shipping must be made within five days after receipt of goods. Clients using their own carriers will be responsible for filing their own freight claims if product is damaged in transit. Returns require an authorization number and must be made within 30 days. Custom orders and "Consumables", such as projector lamps, may not be returned. Returns are subject to restocking fees with the exception of out of box failures and replacements under warranty. Restocking fees varying depending on the product line, expect a minimum charge of 25%.



216040



1771 Energy Park Dr. #100, St. Paul, MN 55108
800.933.7337 | info@tierney.com | www.tierney.com

**Tierney Premium Warranty Program
Designed for:
City Of Richfield**

Terms and Conditions

Tierney offers a Premium Warranty on the installation you have purchased. Tierney will provide all labor needed to correct any defects in the system. All manufacturer warranties will be honored under this warranty and if equipment is out of warranty Tierney will facilitate all repairs through the manufacturer. Also included in the Premium Warranty the customer will receive:

- Unlimited Phone Support
- On-site service
- Preventative Maintenance Check

Preventative Maintenance Check will be completed toward the end of the Premium warranty period or annually for multi-year Premium warranty contracts. The warranty period commences at the end of the original installation warranty.

During the warranty period, Tierney will first work to resolve any problems by troubleshooting over the phone. If Tierney Support Specialists determine that the issue cannot be resolved over the phone, a Technician will be dispatched to your location(s) within 24-48 hours (if necessary) of the original call (Monday through Friday 8:00am – 5:00pm, excluding national holidays). Customers outside of a 100-mile radius of Tierney are subject to mileage and trip charges. If service is required after the Premium warranty period has expired, the customer will be billed at Tierney current labor rates.

Obtaining Warranty Service

To obtain warranty service, please use your custom support portal (support.tierney.com) and contact us via chat, phone, or email:

<https://support.tierney.com/>

Click here for a short video explaining how to log in to your support portal your first time:

<http://content.jwplatform.com/players/TpGSX21s-kaM9q1Ga.html>

If you have any questions, please email support@tierney.com or call us at 800-933-7337. You can also call our advanced support line, 855-612-7762.

Obtaining Your Preventative Maintenance Check

Tierney will send out an email 60 days prior to the completion of each year requesting the customer to contact a Support Specialist at 612-331-5500 or by email at support@tierney.com to schedule a Preventative Maintenance Check. Customer may call to schedule Preventative Maintenance Check prior to the 60 day period if they require it done at an earlier date. Preventative Maintenance Checks are done Monday through Friday 8:00am – 5:00pm. Customer is responsible for providing access for up to 2 hours per room for Preventative Maintenance Check.

Limitations of coverage

The following items are excluded from coverage under the warranty:

- Damage or other equipment failure due to causes beyond our control including, but not limited to, operator negligence, the failure to maintain the equipment according to the owner's manual instructions, abuse, vandalism, theft, fire, flood, wind, freezing, power failure, inadequate power supply, acts of war or acts of God.
- Any utilization of equipment that is inconsistent with either the design of the equipment or the way the manufacturer intended the equipment to be used.
- Premium Warranty covers all hardware related failures. Network or software related failures are not covered under Tierney Premium Warranty.
- Operational or mechanical failure which is not reported prior to expiration of this contract.
- If programming is needed and Tierney doesn't have access to the program then customer will be billed current programming rates.
- Programming changes or updates are not covered under maintenance agreement, all requested changes will be billed at current programming rates.
- Contract does not cover equipment that has been added or altered within the system during the contract period.
- Equipment where the serial plate attached to the equipment is removed, defaced or made illegible.
- Damage resulting from unauthorized repair, software virus, improper electrical wiring and connections.
- Existing Owner Furnished equipment.
- Lift and Scaffolding rental is not included.

This maintenance contract refers to:

**Richfield - Council Chambers Upgrade
29635**

I have read, understand and agree to the above terms and conditions per the plan elected.

Authorized Signature: _____

Date: _____



1771 Energy Park Dr. #100, St. Paul, MN 55108
800.933.7337 | info@tierney.com | www.tierney.com

City Of Richfield
Richfield - Council Chambers Upgrade
29635

Proposal Summary

Please Check the Quotes Intended for Purchase Order

Council Chambers

State Contract Total:	\$	155,969.96
Non Contract Total:	\$	19,013.38
Proposal Total:	\$	174,983.34 <input type="checkbox"/>

Project Total: \$ 174,983.34

Tierney Intellectual Property Notice

All information in this proposal; including but not limited to Equipment Lists, Drawings, Scopes of Work; is considered confidential, and the intellectual property of Tierney Inc.

Tierney authorizes the Client notated on this quote to use the information provided for internal use only. This information is not authorized to be shared outside of the Client's organization without written consent from Tierney. The information is considered confidential, and only to be used within the Client's organization.

If the Client would like to share this information outside of their organization, or for the purposes of soliciting additional bids on the work, Tierney reserves the right to refuse that request, and/or charge for the time and materials it has taken to complete the work before authorizing the release of the information.

PROJECT PROPOSAL CONTENTS

SECTION 1

BECOMING YOUR PARTNER

SECTION 2

WE DESIGN YOUR WORLD

SECTION 3

SIMPLE FACTS ABOUT US

SECTION 4

STEP BY STEP

SECTION 5

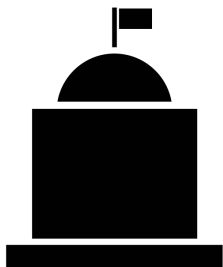
HELLO WE WOULD LOVE TO MEET

SECTION 6

PROJECTS

SECTION 7

TERMS & CONDITIONS



OUR

MISSION

Provide our customers with the most suitable, reliable and advanced interactive solutions to inspire collaboration and improve performance.

1 | BECOMING YOUR PARTNER

IT'S WHAT WE ARE HERE FOR

Our years of experience across all vertical markets has developed our insights into trends, best practices, and best in class solutions for your technology initiatives.



**Earn
Your Trust**



**Provide
Solutions**



**Ongoing
Support**

Our goal is to be a trust partner, viewed as an experienced and valuable member of your team.

WHY WORK WITH AN INTEGRATOR

STRATEGY

- Consultation with your team to determine vision
- Establish your organizations design standards
- Create a solution that is scalable and forward thinking

DESIGN

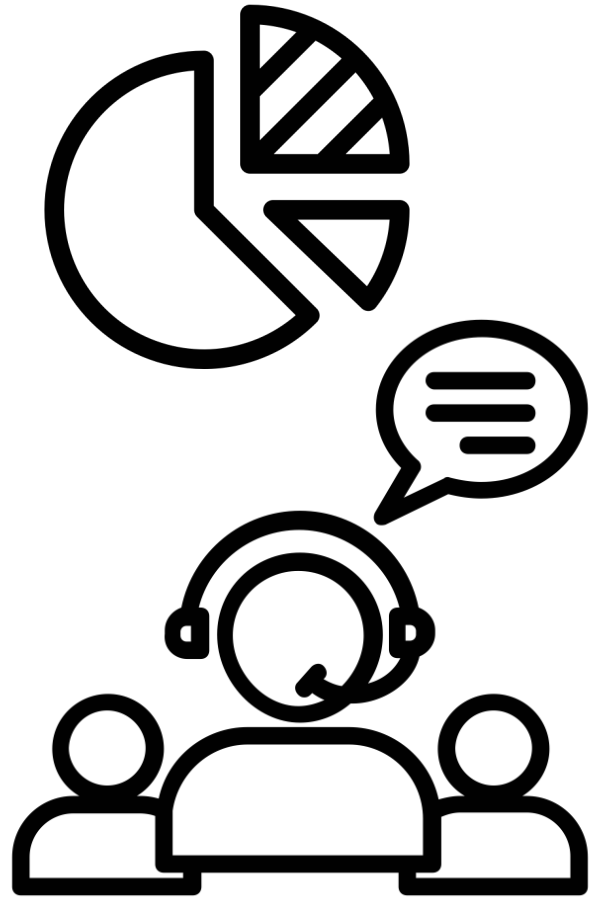
- We employ industry certified design engineers
- The design engineer is part of your team, working with your Account Executive
- A solution based on your desired scope will be created using industry leading manufacturers and practices

INTEGRATION

- Our teams of industry and state certified installers will ensure a professional installation
- A dedicated project manager will be assigned to your project to oversee the implementation from start to finish
- Upon completion of the project you will receive a full set of schematic drawings and any programming source code that was used

TECH SUPPORT

- Tierney provides unrivaled support with our easy to access helpdesk
- We utilize industry leading software to manage our service and support
- Our dedicated service team is the largest in the market and maintains their industry certifications to enable quick resolution to any service needs



We are driven by
creating
experiences that
deliver results for
your business, your
employees, or your
students.

2

WE DESIGN YOUR WORLD

... WITH BEST PRACTICES IN MIND

INTEGRATION IS OUR PLAYGROUND

Tierney's vast years of experience designing technology solutions for every market has shaped our award winning design philosophy. We use industry leading manufacturers and design with the future in mind. We listen to your current needs and design a system that allows for growth to the next logical step in your users technology growth. We also design to keep the user experience consistent from room to room and location to location.

SHORT PRESENTATION OF OUR SERVICES

And we can do more!

As a true collaborative partner to you and your organization, we not only work hard to understand your needs but also to change with you and develop services that can help fill gaps with in your organization.



STRATEGY

We are committed to developing and maintaining long-term partnerships with our customers and suppliers leading to solutions that are responsive to our customers' needs



MANUFACTURERS

Tierney is committed to actively pursuing new products or services to best serve our customers.



SYSTEMS

Tierney offers full systems installation and integration of all the products we offer. We have made it our goal to be the most qualified, full service integration team in the Midwest.



TECH SUPPORT

Service is a core value at Tierney. That's why we do repairs in our service center rather than shipping them to the manufacturer.



AV SOLUTIONS

Tierney offers full system design, installation and integration.



PROFESSIONAL DEVELOPMENT

Ongoing professional development is key to successful tech integration. Our PD team has the resources and experience to support your schools.



We are driven by creating experiences that deliver results for your business, your employees, or your students.

SIMPLE FACTS ABOUT US

WE ARE FULLY CAPABLE OF HANDLING YOUR NEEDS



Whether we are designing a small huddle space in your local office, a classroom or learning environment, or designing your new corporate headquarters somewhere around the country, we have you covered. From sales and design to implementation and ongoing support, our team of 175+ professionals value your partnership and work diligently to maintain your trust.

OUR COMPANY IN NUMBERS



175 +
wonderful people
working as a team



44
beautiful years of
achievements



10,000 +
successful projects
completed

RECENT AWARDS



AVIXA Certification
AV Provider of Excellence

WINNER / 2017 & 2016
BEST A/V Company
TCB Magazine

WINNER / 2018
FAST 50 AWARD
Twin Cities Business Journal

4 | STEP BY STEP

**FROM START TO FINISH, WE TAKE
YOUR IDEAS AND TURN THEM INTO
REALITY**

OUR APPROACH

Nobody knows your business better than you. You have goals and a vision, and our role is to listen, consult, and make that vision come to life.

.....

Tierney has over forty years experience to draw from in the technology space. We pride ourselves on our comprehensive approach to make sure that we have taken all of the "unknowns" into account.

WHAT IS IMPORTANT

- Budget
- Timeline
- How do you currently work vs. how you would like to work
- Reliability and ease of use

NECESSARY STEPS TO PERFECTION

This walk we will do together!

PROJECT DEFINITION



We will sit down with your stakeholders to consult and develop your strategic goals for your investment.

STRATEGY & STRUCTURE



We will listen and develop an appropriate technology plan to meet current needs while allowing for future growth.

DESIGN



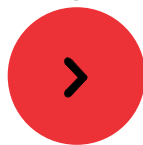
Tierney industry certified design engineers will research and build a solution to reliably achieve your project goals.

ONSITE DEVELOPMENT



Tierney project managers will work with you or your contractors to ensure the site is ready for installation and can support your newly integrated technology.

TESTING



Our installation professionals will build and test your system (many times this can be done in our production facility) to ensure a reliable performance.

LAUNCH



When the time is right to launch your new technology to your organization, Tierney will assist in training and providing materials to ease your staff into a more productive workplace.

HELLO!

WE WOULD LOVE TO MEET



For those of you that we have had the opportunity of working with in the past, THANK YOU for your partnership and trust in us. Our entire organization is grateful.

For those of you that are new to Tierney and considering us as a technology partner moving forward, we appreciate the opportunity and invite you to come and meet our wonderful team. Our new offices are a working showroom of some of the latest technologies being installed today, from conferencing to digital communications, interactive to collaborative, and much more.

The following page is a snapshot of “your team”, some of the folks that have been engaged on your project thus far.

THE BEST IN THEIR BRANCH

You will be amazed

**MIKE
CHAPLEY, CTS**



SALES REP

Industry certified with 4+ years of experience in technology consultation to help you navigate your technology initiative.

**DARRICK
KNUTSON, CTS**



ENGINEER

Industry certified with 20 years of audio visual design experience. Providing highly reliable system designs with thoughtful functionality in mind.

*A dedicated engineer will be assigned to your specific project

**CHRISTOPHER
OVERLIE, PMP**



PROJECT MANAGER

Industry certified with over 10 years of experience in site preparation, scheduling, communication, and risk & change management.

*A dedicated project manager will be assigned to your specific project

**HOLLY
GUST**



SALES COORDINATOR

Experienced SC providing a single point of contact for client communication in regards to purchase orders, invoices, deliveries, and project schedules.

**SEVILLA
ANDERSON**



TECH SUPPORT

Industry certified with seven years of providing our clients ongoing support of any service, warranty, or preventative maintenance support they may need.

**KYLEEN
DONAHUE**



DIGITALSIGNAGE

Industry certified with 20 years of technology experience relating to hardware, software, content creation, deployment, and consultation as needed for your digital communication.

6

PROJECTS

SOME OF OUR INSPIRED PROJECTS



Factory Motor Parts

WHAT WE DID:

- ✓ Research & Consultation
- ✓ Design
- ✓ Project Management
- ✓ Installation

[Click here to see a full case study](#)

FMP

The FMP Partners Network is the independent service centers' connection to all the parts, tools and technology you need to take your shop to the next level. This program is designed exclusively for independent shops.

COMMISSIONED 2018

Research | Design | Programming



SOME OF OUR INSPIRED PROJECTS

Take a look at our recent work



McNamara Alumni Center COMPANY INSTALLATION

In continued efforts to maintain its level of bold and beautiful standards the McNamara center partnered with Tierney to install and upgrade the center's digital needs.

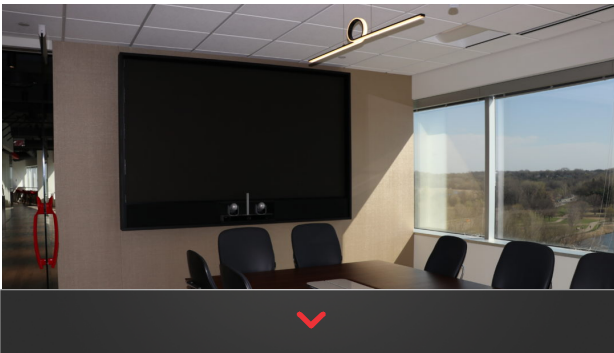
[Click here to see a full case study](#)



Rihm Kenworth COMPANY INSTALLATION

Tierney partnered with the company to design and implement their Audio Visual systems, as well as a portion of their internal and external signs and graphics for both of their new buildings.

[Click here to see a full case study](#)



International Dairy Queen COMPANY INSTALLATION

Tierney helped International Dairy Queen achieve their goals by installing state of the art technology in each of their new conference rooms, huddle rooms, and in their multipurpose room that doubles as both a training room and a work lounge/sensory room.

[Click here to see a full case study](#)



Magnet 360 COMPANY INSTALLATION

Working alongside Salesforce for 14 years, Magnet360 has gained deep expertise across all Salesforce products, and uses the knowledge to ensure our customers extract the full potential out of the platform.

[Click here to see a full case study](#)

MAINTENANCE & SERVICES OPTIONS

In case you want more.

01 Support Contracts

- Customized Support Options
- Access to Support Portal
- Preventative Maintenance Check(s)
- Dedicated Support Specialist
- Next Day Onsite Support
- Manufacturer Repair Assistance
- Meeting Support

02 Onsite Support

- Six Trained Technicians available for onsite support
- Ten Trained Installers
- Standard and Emergency support available
- Meeting Support
- Preventative Maintenance Check(s)
- Loaner Equipment

03 Lifeline and Repair Service

- Unlimited Phone and Email Support
- Six Trained Support Specialists
- In House Warranty Evaluations
- In House Repair Services
- Product Provisioning
- Programming Assistance

Contact your rep for a quote on added maintenance and service options.



PRODUCT
PROVISIONING



SUPPORT
PORTAL



PHONE/EMAIL
SUPPORT



CUSTOMER
SATISFACTION



SUPPORT
CONTRACTS



REPAIR
SERVICES

GLOBAL PRESENCE THROUGH PSNI NETWORK



170+
Offices Around the World



34+
Countries Covered & Expanding



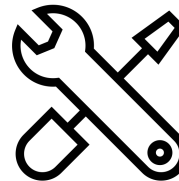
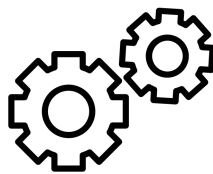
30+
Year-Old Network with a
Proven Track Record for Success



94%
Client Satisfaction in Service
and Integration

TIERNEY TECHNOLOGY NOW

Tierney Technology Now is designed to create the highest level of technology flexibility and protection. Our mission is to provide our customers with technology solutions that solve problems and create communication and collaboration environments that enhance productivity and learning. Technology changes fast and Tierney Technology Now ensures that your team is running at peak performance within a monthly operating budget.



GET THE RIGHT TECHNOLOGY SOLUTION NOW

- Smarter Cash Flow with Op-Ex vs. Cap-Ex
 - Reduces Risk of depreciating asset
 - Streamline budgeting

TECHNOLOGY LIFE CYCLE MANGEMENT WITH LESS RISK

- 3 year terms with flexible options (Return/Extend/Refresh)
 - Consistent path to upgrade without capital
- Tierney ensures system reliability and functionality

PREMIUM SOLUTION SUPPORT

- Lifetime preventative maintenance to predict equipment failures before they happen
 - Lifetime on-site support for faster response time and less business interference
 - Lifetime phone/email support with dedicated technology expert
- Complete access to Zendesk Support Portal for reporting and tracking support tickets



TERMS & CONDITIONS

BECAUSE TIME IS MONEY

- Entire Agreement.** These Terms and Conditions apply to the Sales Order (the "Order") and shall constitute the entire agreement (the "Agreement" or "Terms and Conditions") of Tierney ("Seller") and Buyer with respect to the subject matter hereof. These Terms and Conditions are controlling and shall supersede any prior or contemporaneous agreements, understandings or representations, oral or written, relating to the subject matter hereof. These Terms and Conditions shall govern in the event of any conflict between these Terms and Conditions and any provision contained in any subsequent Sales Order or Purchase Order or otherwise, the terms of which, whether conflicting, supplemental or otherwise, are expressly rejected.
- Shipment, Title and Risk of Loss.** Unless otherwise agreed in writing, or pursuant to a Buy and Hold transaction, title and risk of loss pass from Seller to Buyer upon receipt of shipment from Seller. Seller is responsible for damage that occurs during shipment to the customer (FOB Destination), unless the customer has arranged the shipping contract with their own provider. If the buyer has arranged their own shipping method, the buyer would assume responsibility and ownership of the goods once the shipment is picked up at the Sellers location (FOB Origin). Unless otherwise agreed in writing, the method of shipment will be at Seller's discretion. Any delivery or shipment date is an estimate only.
- Payment.** For accounts where credit has been established, terms are net 30 days following the date of invoice. Amounts not paid in full within 30 days of date of invoice will be subject to a service charge of 1% per month on the unpaid balance to be included on each month's statement until paid in full. Payment options are EFT or check. Tierney uses progress billing and invoices for equipment and services independently. Equipment billing is upon shipment of the equipment and start of installation of the project. Labor and services billing will be based on labor incurred, generally at the completion of the project or based on completion percentage. All payment terms outside of the general terms and conditions must be negotiated and all parties must be in agreement prior to the start of any and all work.
- Taxes and Other Charges.** In addition to any price provided in this Agreement, Buyer shall be liable for any tax, fee or other charge imposed on Seller at any time upon the sale and/or shipment of the products sold hereunder, now imposed by federal, state, municipal or any other governmental authorities or hereafter becoming effective for or during the period hereof.
- Cancellation or Default by Buyer.** This Order may not be cancelled in whole or in part by Buyer except with Seller's written consent. If at any time, in Seller's opinion, Buyer's credit is impaired, or if Buyer shall fail to pay to Seller any amount when due, under this or any other agreement, or if at any time Buyer shall indicate an intention to refuse to perform its obligation hereunder, Seller may at its option terminate this Agreement with respect to further shipments and all obligations of Buyer with respect to shipments previously made shall become immediately due and payable. In the event of such termination, Buyer shall remain liable to Seller for any and all loss or damage sustained due to Buyer's default. The Buyer's Liability, at the time of cancellation would be greater than or equal to 10% of the total of the order.
- Customized Goods.** In the event that the Order is for customized products or specially manufactured goods, or for products that Buyer customizes after receipt of the products, the Tierney Customized Product Sales Form shall be completed, attached hereto, and incorporated into these Terms and Conditions.
- Bill and Hold Transaction.** In the event Buyer has requested that Seller bill and hold the products pursuant to the Order, the Tierney Bill and Hold Agreement shall be completed, attached hereto, and incorporated into these Terms and Conditions.
- Force Majeure.** Seller shall not be liable for any loss, damage, delays, changes in shipment schedules or failure to deliver caused by any event beyond its reasonable control, including, without limitation, accident, fire, actual or threatened strike or riot, explosion, mechanical breakdown (including technological or information systems), plant

shutdown, unavailability of or interference with necessary transportation, any raw material or power shortage, compliance with any law, regulation or order, acts of God or public enemy, prior orders from others, or limitations on Seller's or its suppliers' products or marketing activities or any other cause or contingency beyond Seller's control.

9. **Limitation on Warranty and Remedies.** Seller warrants those products manufactured by it against defects caused solely by faulty assembly for 30 days after delivery. All other products, and the components and materials utilized in any assembled or customized products, are covered by, and subject to, the terms, conditions and limitations of the manufacturer's standard warranty, which warranty is expressly in lieu of any other warranty, express or implied, of or by Tierney or the manufacturer. Buyer's exclusive remedy, if any, under these warranties is limited, at Tierney's election, to any one of (a) refund of Buyer's purchase price or (b) replacement of any such product. Buyer acknowledges that except as specifically set forth or referenced in this paragraph, THERE ARE NO REPRESENTATIONS OR WARRANTIES OF ANY KIND (INCLUDING, WITHOUT LIMITATION, IN ADVERTISING MATERIALS, BROCHURES, OR OTHER DESCRIPTIVE LITERATURE) BY SELLER OR ANY OTHER PERSON, EXPRESS OR IMPLIED, AS TO THE CONDITION OR PERFORMANCE OF ANY PRODUCTS, THEIR MERCHANTABILITY, OR FITNESS FOR A PARTICULAR PURPOSE, OR OTHERWISE. SELLER ASSUMES NO RESPONSIBILITY OR LIABILITY WHATSOEVER FOR MANUFACTURER'S PRODUCT SPECIFICATIONS OR THE PERFORMANCE OR ADEQUACY OF ANY DESIGN OR SPECIFICATION PROVIDED TO SELLER BY OR ON BEHALF OF BUYER. NO WAIVER, ALTERATION, ADDITION OR MODIFICATION OF THE FOREGOING CONDITIONS SHALL BE VALID UNLESS MADE IN WRITING AND SIGNED BY AN OFFICER OF SELLER. SELLER SHALL UNDER NO CIRCUMSTANCES, WHETHER FOR A FAILURE OF ITS LIMITED REMEDY OR OTHERWISE, BE LIABLE TO BUYER OR OTHERWISE FOR SPECIAL, INCIDENTAL, DIRECT, PUNITIVE, OR CONSEQUENTIAL DAMAGES.

10. **Software License.** Title to any software installed with the products sold to Buyer remains with the applicable licensor(s). All software is subject to the applicable license agreement that is included with the products. Buyer agrees to be bound by the license agreement once the software is opened, the package is opened or its seal is broken. Warranty for any software shall be in accordance with the license agreement. Seller does not warrant any software under this Agreement.

11. **Limitation of Actions.** Products are deemed accepted by Buyer unless Buyer notifies Seller in writing within 10 days after receipt of products, if for quantity, or within 30 days after receipt of products, if for quality, loss of or damage to products, and the products must be held available at Buyer's place of business for Seller's inspection. Any action for breach of this Agreement, other than for non-payment, must be commenced within one year of the date of shipment, or due date of delivery in the event of non-delivery, of the particular shipment upon which such claim is based. No claim may in any event be made after products have in any way been used or processed by the Buyer. Buyer's remedies set forth herein are exclusive and the total liability of Seller for damages with respect to this Agreement, or anything done in connection therewith, shall be limited to the purchase price of the particular shipment with respect to which such damages are claimed.

12. **Returns.** No products may be returned to Seller without Seller's written consent. Products returned without Seller's prior written consent will be refused.

13. **Indemnification.** Buyer shall indemnify and hold Seller harmless from and against any and all claims, actions, suits, proceedings, costs, demands, damages and liabilities of any nature, relating to or in any way arising out of the delivery, rejection, installation, possession, use, operation, control or disposition of the products purchased by Buyer.

14. **Governing Law.** This Agreement shall be exclusively governed by and construed in accordance with the internal laws of the state of Minnesota.

15. **Amendment.** This Agreement shall not be amended except by a writing signed by an officer of the Seller and specifically stating that it is an amendment.

16. **Venue.** Any suit, action or proceeding with respect to this Agreement must be brought exclusively in the courts of the State of Minnesota or in United States courts located in the State of Minnesota, as either party may elect, and Buyer hereby submits to the jurisdiction of such courts for the purpose of any suit, action or proceeding. Buyer irrevocably waives any objections which it may now or hereinafter have to the venue of any suit, action or proceeding arising out of or relating to this Agreement in the courts located in the State of Minnesota and irrevocably waives any claim that any suit, action or proceeding brought in any such court has been brought in an inconvenient forum.

17. **Timeframe for Delivery of Professional Development Services (Training).** Tierney shall deliver any professional development services to the buyer within 12 months after placement of sales order. Tierney shall no longer be liable to provide professional development services after 12 months. Tierney will consider any contract to deliver professional development services fulfilled on the date 12 months after placement of sales order.



THANK YOU

FOR CONSIDERING US!

Tierney has been in the business of helping our partners improve their communication and tell their unique stories for over forty years. The only way to accomplish this is to listen to our customers needs, provide consultation based on our experience, and deliver on our promise. We strive to be a valued and trusted partner to your organization, not simply a supplier.

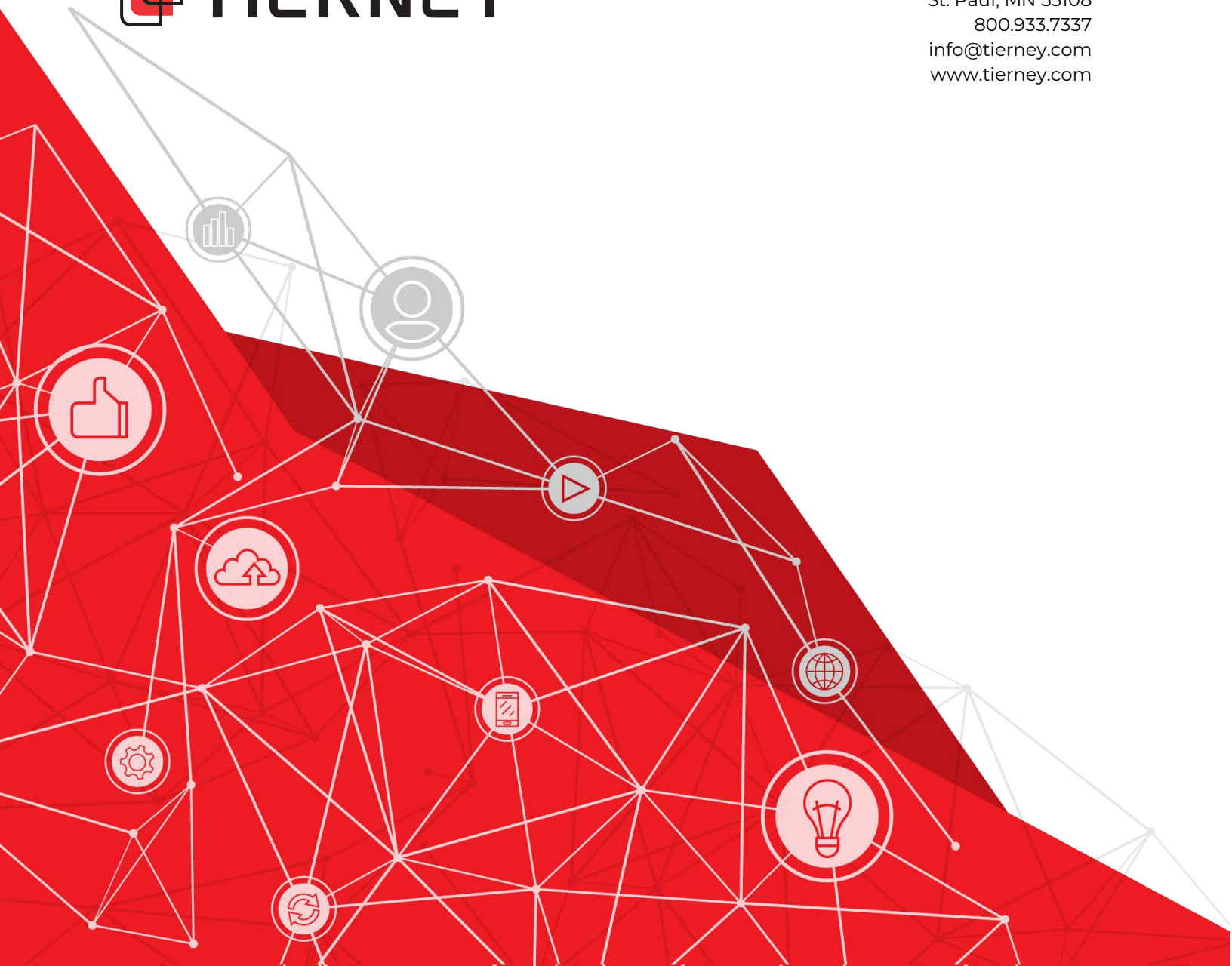
On behalf of our entire team at Tierney, we truly appreciate the opportunity to work with you on delivering your vision and supporting you each step of the way. Our success is dependent on your success.



1771 Energy Park Dr., Suite 100
St. Paul, MN 55108
800.933.7337
info@tierney.com
www.tierney.com



1771 Energy Park Dr. Suite 100
St. Paul, MN 55108
800.933.7337
info@tierney.com
www.tierney.com



PROPOSAL

Design & Integration by Tierney

Wednesday, September 08, 2021

Jane Skov
City of Richfield

Proposal for Audio-Visual Service

RE: Richfield - 5 Room AV Upgrade

Opportunity Number: 29636

Scope of Integration Services

Summary of Work to be completed by Tierney at **6700 Portland Ave., Richfield, MN 55423.**

(Please initial if address is correct or provide correct address. _____)

System Objective and Overview

Tierney is pleased to present The City of Richfield with the following scope of work for the Conference Room upgrades.

Quote A – Babcock

The existing system will be de-installed and all equipment will be handed over to the client for disposal.

The following components of the existing system will remain in place:

- Cable Cubby in table

Where You See It - Video Display Solution

A 75" LG commercial display and Chief mounting solution will be installed in the current display location.

What You Will See - Video Source Solution

Video sources to the system will include an owner furnished (OFE) computer in the equipment rack, and a laptop HDMI connection at the table. QSC video switchers will be installed to switch video content on the display and Extron HDMI extenders will be installed to send video long distances. A QSC PTZ camera will be mounted under the display.

Both the PC and Laptop will have USB connections available to allow video conferencing to be hosted from either device. The single USB connection will provide audio and video signals to and from the devices in the room.

An Extron SMP 351 recording system will be provided to capture meetings in the space. The recording will capture the audio, camera and video content being presented in the room and record a picture in picture (PIP) or side by side video layout. A preview of what is being recorded will be available as a video source to the projection system/lectern monitor for pre-meeting setup. Files will have the capability to be stored on an internal 80GB hard drive, a flash drive, or to a network folder on the client's network.

What You Will Hear - Audio Source Equipment

A Sennheiser Team Connect 2 ceiling microphone will be installed and provide audio pickup coverage throughout the room. The audio picked up by this microphone will be heard on the far end of the conference call, the recording, and the assisted listening system. An assisted listening system will be installed and will include two receivers for participants to use within the room. The assisted listening system will be Wi-Fi based and the devices will be connected to the client's network. Two headphones, two neck loops, a table top charging station, and ADA wall plaque will be included in this system. The table top charging base will rest on top of the new furniture rack.

All audio will be routed and processed through a QSC digital signal processor (DSP). The DSP will also provide a connection for the clients VOIP phone system. Audio will be heard in the room through a new sound system which will include a QSC amplifier and four speakers.

How You Will Use the System - Control Solution

Control of the system will be accomplished through the 8" QSC touch screen located at the table.

Controls on the touch panel will include:

- System on/off
 - o Display on/off
- Source selection
 - o Laptop
 - o PC
- Camera controls
 - o Manual camera controls
 - Pan/Tilt/Zoom
 - 4 Presets
- Recording controls
 - o Start, Pause, Stop
 - o Recording layout
 - Picture in Picture
 - Side by Side
- Volume controls
 - o Privacy Mute
 - o Program audio
 - o Far end volume for web and phone conferencing
- Phone dialer (VoIP)

All web conferencing control will be accessed on the PC or Laptop that is hosting the web conference call.

Where Is It Being Put - Furniture/Rack Solution

Equipment will be installed in a black Audio-Visual Furniture Rack-16 equipment rack. The equipment rack will be floor supported with casters and will be installed to the left of the display at the front of the room. All cabling coming to the rack from devices in the room will exit the wall through a grommet and be hard-wired to the rack without disconnects. Power distribution and rack hardware will be provided.

Quote B – Bartholomew

The existing system will be de-installed and all equipment will be handed over to the client for disposal. The following components of the existing system will remain in place:

- Lectern

Where You See It - Video Display Solution

An Epson laser projector and 137" diagonal Da-Lite motorized screen will replace the existing projection system. A 24" monitor will be installed at the lectern and will always display the same source as the projection system.

What You Will See - Video Source Solution

Video sources to the system will include an owner furnished (OFE) computer, and a laptop HDMI connection at the lectern. QSC video switchers will be installed to switch video content on the projector and Extron HDMI extenders will be installed to send video long distances.

Both the PC and Laptop will have USB connections available to allow video conferencing to be hosted from either device. The single USB connection will provide audio and video signals to and from the devices in the room.

Three QSC PTZ cameras will be mounted at the rear of the room. The cameras will provide automatic tracking in the room using the Sennheiser ceiling microphones. Each area of the room will be assigned a camera and pan/tilt/zoom position. As participants speak in the room, the microphones will provide location information of the participant to the system and the cameras will use that information to automatically recall presets stored in the cameras. Auto-tracking mode will have the capability to be turned on/off so manual controls can be used from the touch panel.

An Extron SMP 351 recording system will be provided to capture meetings in the space. The recording will capture the audio, active camera and video content being presented in the room and record a picture in picture (PIP) or side by side video layout. A preview of what is being recorded will be available as a video source to the projection system/lectern monitor for pre-meeting setup. Files will have the capability to be stored on an internal 80GB hard drive, a flash drive, or to a network folder on the client's network.

An HDMI output of the recording system will send the recorded video and audio signal to the cable room, where the HDMI signal will input into the Broadcast pix video switcher to allow the Bartholomew room to be broadcast using the Cablecast system. All control of cameras will remain in Bartholomew and will not be available in the cable room.

What You Will Hear - Audio Source Equipment

Two Sennheiser Team Connect 2 ceiling microphones will be installed and provide audio pickup coverage throughout the room. The audio picked up by this microphone will be heard on the far end of the conference call, the assisted listening system, and recording.

An assisted listening system will be installed and will include four receivers for participants to use within the room. The assisted listening system will be Wi-Fi based and the devices will be connected to the client's network. Four headphones, four neck loops, a table top charging station, and ADA wall plaque will be included in this system. The table top charging base will rest on top of the lectern.

A Shure wireless combo system will be installed and include a handheld and bodypack transmitter, of which, only one may be used at a time. A tabletop charging station will be provided for the microphones.

All audio will be routed and processed through a QSC digital signal processor (DSP). The DSP will also provide a connection for the clients VOIP phone system. Audio will be heard in the room through a new sound system which will include a QSC amplifier and six speakers.

How You Will Use the System - Control Solution

Control of the system will be accomplished through the 8" QSC touch screen located at the lectern.

Controls on the touch panel will include:

- System on/off
 - o Projector on/off
 - o Screen up/down
- Source selection
 - o Laptop
 - o PC
 - o Recording preview

- Camera controls
 - o Auto tracking mode on/off
 - o Manual camera controls
 - Pan/Tilt/Zoom
 - 4 Presets for each camera
- Recording controls
 - o Start, Pause, Stop
 - o Recording layout
 - Picture in Picture
 - Side by Side
- Volume controls
 - o Privacy Mute
 - o Program audio
 - o Far end volume for web and phone conferencing
- Phone dialer (VoIP)

All web conferencing controls will be accessed on the PC or Laptop that is hosting the web conference call.

Where Is It Being Put - Furniture/Rack Solution

Equipment will be installed in the existing lectern equipment rack. All cabling coming to the rack from devices in the room will exit the wall through a grommet and be hard-wired to the rack without disconnects. Power distribution and rack hardware will be provided.

Quote C – Heredia

The existing system will be de-installed and all equipment will be handed over to the client for disposal. The following components of the existing system will remain in place:

- Lectern

Where You See It - Video Display Solution

An Epson laser projector and 137" diagonal Da-Lite motorized screen will replace the existing projection system. A 24" monitor will be installed at the lectern and will always display the same source as the projection system.

What You Will See - Video Source Solution

Video sources to the system will include an owner furnished (OFE) computer, and a laptop HDMI connection at the lectern. QSC video switchers will be installed to switch video content on the projector and Extron HDMI extenders will be installed to send video long distances.

Both the PC and Laptop will have USB connections available to allow video conferencing to be hosted from either device. The single USB connection will provide audio and video signals to and from the devices in the room.

Two QSC PTZ cameras will be mounted in the room, with one at the front and one at the back to accommodate a variety of meeting types. Cameras will have manual control only from the touch panel for pan, tilt, and zoom.

An Extron SMP 351 recording system will be provided to capture meetings in the space. The recording will capture the audio, active camera and video content being presented in the room and record a picture in picture (PIP) or side by side video layout. A preview of what is being recorded will be available as a

video source to the projection system/lectern monitor for pre-meeting setup. Files will have the capability to be stored on an internal 80GB hard drive, a flash drive, or to a network folder on the client's network.

What You Will Hear - Audio Source Equipment

One Sennheiser Team Connect 2 ceiling microphone will be installed and provide audio pickup coverage throughout the room. The audio picked up by this microphone will be heard on the far end of the conference call, assisted listening, and recording.

An assisted listening system will be installed and will include two receivers for participants to use within the room. The assisted listening system will be Wi-Fi based and the devices will be connected to the client's network. Two headphones, two neck loops, a table top charging station, and ADA wall plaque will be included in this system. The table top charging base will rest on top of the lectern.

All audio will be routed and processed through a QSC digital signal processor (DSP). The DSP will also provide a connection for the clients VOIP phone system. Audio will be heard in the room through a new sound system which will include a QSC amplifier and four speakers.

How You Will Use the System - Control Solution

Control of the system will be accomplished through the 8" QSC touch screen located at the lectern.

Controls on the touch panel will include:

- System on/off
 - o Projector on/off
 - o Screen up/down
- Source selection
 - o Laptop
 - o PC
 - o Recording preview
- Recording controls
 - o Start, Pause, Stop
 - o Recording layout
 - Picture in Picture
 - Side by Side
- Camera controls
 - o Manual camera controls
 - Pan/Tilt/Zoom
 - 4 Presets for each camera
- Volume controls
 - o Privacy Mute
 - o Program audio
 - o Far end volume for web and phone conferencing
- Phone dialer (VoIP)

All web conferencing controls will be accessed on the PC or Laptop that is hosting the web conference call.

Where Is It Being Put - Furniture/Rack Solution

Equipment will be installed in the existing lectern equipment rack. All cabling coming to the rack from devices in the room will exit the wall through a grommet and be hard-wired to the rack without disconnects. Power distribution and rack hardware will be provided.

Quote D – Executive

The existing system will be de-installed and all equipment will be handed over to the client for disposal.

The following components of the existing system will remain in place:

- Cable Cubby in table
- Equipment rack

Where You See It - Video Display Solution

A 75" LG commercial display and Chief mounting solution will be installed in the current display location.

What You Will See - Video Source Solution

Video sources to the system will include an owner furnished (OFE) computer, and a laptop HDMI connection at the table. QSC video switchers will be installed to switch video content on the display and Extron HDMI extenders will be installed to send video long distances. A QSC PTZ camera will be mounted under the display.

Both the PC and Laptop will have USB connections available to allow video conferencing to be hosted from either device. The single USB connection will provide audio and video signals to and from the devices in the room.

What You Will Hear - Audio Source Equipment

A Sennheiser Team Connect 2 ceiling microphone will be installed and provide audio pickup coverage throughout the room. The audio picked up by this microphone will be heard on the far end of the conference call.

All audio will be routed and processed through a QSC digital signal processor (DSP). The DSP will also provide a connection for the clients VOIP phone system. Audio will be heard in the room through a new sound system which will include a QSC amplifier and four speakers.

How You Will Use the System - Control Solution

Control of the system will be accomplished through the 8" QSC touch screen located at the table.

Controls on the touch panel will include:

- System on/off
 - o Display on/off
- Source selection
 - o Laptop
 - o PC
- Camera controls
 - o Manual camera controls
 - Pan/Tilt/Zoom
 - 4 Presets
- Volume controls
 - o Privacy Mute
 - o Program audio
 - o Far end volume for web and phone conferencing
- Phone dialer (VoIP)

All web conferencing control will be accessed on the PC or Laptop that is hosting the web conference call.

Where Is It Being Put - Furniture/Rack Solution

Equipment will be installed in an existing equipment rack. All cabling coming to the rack from devices in the room will exit the wall through a grommet and be hard-wired to the rack without disconnects. Power distribution and rack hardware will be provided.

Quote E – Fire Department

The existing system will be de-installed and all equipment will be handed over to the client for disposal. The following components of the existing system will remain in place:

- Projection Screen
- Amplifier and speakers

Where You See It - Video Display Solution

An Epson laser projector will replace the existing projector and will project onto the existing projection screen. A 24" monitor will be installed at the lectern and will always display the same source as the projection system. The existing display in the top corner of the room will not be integrated into the system.

What You Will See - Video Source Solution

Video sources to the system will include an owner furnished (OFE) computer, a laptop HDMI connection at the lectern, and a Barco CSE-200+ wireless presentation system. QSC video switchers will be installed to switch video content on the projector and Extron HDMI extenders will be installed to send video long distances. A QSC PTZ camera will be ceiling mounted above the projection screen.

Both the PC and Laptop will have USB connections available to allow video conferencing to be hosted from either device. The single USB connection will provide audio and video signals to and from the devices in the room.

What You Will Hear - Audio Source Equipment

A Sennheiser Team Connect 2 ceiling microphone will be installed and provide audio pickup coverage throughout the room. The audio picked up by this microphone will be heard on the far end of the conference call.

All audio will be routed and processed through a QSC digital signal processor (DSP). The DSP will also provide a connection for the clients VOIP phone system. Audio will be heard in the room through the existing sound system.

Tierney will not provide integration of the speaker volume for the emergency systems at the control panel. It is recommended that the emergency system vendor be contacted to add an in-line, wall mounted volume controller in the room to control the level of the speaker.

How You Will Use the System - Control Solution

Control of the system will be accomplished through the 8" QSC touch screen located at the lectern. Controls on the touch panel will include:

- System on/off
 - o Projector on/off
 - o Screen up/down
- Source selection
 - o Laptop
 - o PC
 - o Wireless Presentation
- Camera controls

- Manual camera controls
 - Pan/Tilt/Zoom
 - 4 Presets
- Volume controls
 - Privacy Mute
 - Program audio
 - Far end volume for web and phone conferencing
- Phone dialer (VoIP)

All web conferencing control will be accessed on the PC or Laptop that is hosting the web conference call.

Where Is It Being Put - Furniture/Rack Solution

Equipment will be installed in the existing lectern. All cabling coming to the rack from devices in the room will exit the wall through a grommet and be hard-wired to the rack without disconnects. Power distribution and rack hardware will be provided.

Quote F – Fire Department Mobile Cart

A mobile cart interactive display system will be provided which will include a height adjustable mobile cart on casters, and a 75" Smart Board 7000R Pro Series interactive panel. A Logitech all-in-one conferencing sound bar will be mounted below the display and connect to an OFE laptop for web conferencing.

A HDMI and USB cable will be available at the cart for connecting to the smart panel to display content and interact with the laptop through the display. An HDMI output wall plate will be provided in the Fire Department Training Room to connect this mobile cart to the main system and view any source in the room.

The mobile cart will have the capability of being used as a stand-alone system in any room with laptop connections on the cart. A shelf will be installed on the mobile cart to support a laptop or other video source with a HDMI output.

Client Responsibilities

The following responsibilities and items requested below are a requirement as per the project scope to be completed by the Client. If any of the below items cannot be completed prior to the dates coordinated with Tierney project management staff additional charges may apply.

This proposal assumes all owner furnished equipment is operational and without issues. If issues are discovered to exist with owner furnished equipment, Tierney reserves the right to charge for lost installation time, and will provide a solution to fix the issue which may result in a change order.

- Client will provide replacement ceiling tiles when needed due to de-installation/installation requirements.
- Acquire necessary credentials and licensing for conferencing platforms.
- Configure and provide micro/tiny PC for the Babcock room to allow PC to be located in the rack.
- Provide an electrician to perform all electrical tasks.
 - Disconnect and reconnect projection screens before and after installation.
- Provide and configure all required network connections.
- Configure network for Wavecast assisted listening system and Extron SMP351 recorders.
- Verify equipment placement with TBI Project Management.
- Verify cable and conduit pathway is accessible w/ TBI Project management prior to installation date.

- Provide a clear, clean, and accessible room for the installation.
- Un-interrupted access to the rooms during install.
- Coordination of parking and building access.

Customer Expectations:

If multiple rooms were quoted, installation pricing for this proposal assumes that all quotes will be signed off on and installed at the same time. If one or more of the quotes in this proposal are not approved, existing quotes will need to be revised to reflect those changes and additional charges may apply.

Equipment locations such as closets, or cabinetry may require additional venting, or in some cases, dedicated cooling units to keep equipment operating at standard temperatures.

Tierney will not be responsible for the condition and functionality of any existing OFE (Owner Furnished Equipment) during the installation process. This includes transitioning product from the process of de-installation to re-installation. Should existing equipment fail or be found to not work properly with our system design, the customer will have the option of sourcing a Tierney approved replacement part or Tierney will offer a billable replacement alternative. If OFE malfunction causes delays in the installation timeframe, additional billable labor charges may apply.

We appreciate the opportunity to present this proposal. If you have any questions, please do not hesitate to contact us at your convenience at 612-331-5500. Our fax number is 612-331-3424.

Proposal Prepared By:

Sales Representative - Mike Chapley

Systems Engineer - Peter Obermesik

(Please initial to acknowledge and authorize the Scope of Integration Services presented here. _____)



Quote

#215898

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To

Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To

Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:

A - Babcock

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	A - Babcock							
	Video Display Solution							
1	XTM1U X-Large Fusion Micro-Adjustable Tilt Wall Mount	Chief	\$270.52	\$270.52	\$239.40	\$239.40	13%	Mounting Hardware
1	75UR640S0UD 75" LED-LCD TV - 4K UHD TV - TAA Compliant - LED Backlight - 3840 x 2160 Resolution SIMPLE EDITOR WIFI 120HZ HDMI 3YR	LG	\$2,043.50	\$2,043.50	\$1,808.41	\$1,808.41	13%	Display Monitors
1	EAD62707902 EAD62707902, CABLE,ASSEMBLY	LG	\$6.93	\$6.93	\$6.13	\$6.13	13%	Cabling
	Video Source Solution							
2	60-1271-13 HDMI Twisted Pair Extender - Rx	Extron	\$271.20	\$542.40	\$240.00	\$480.00	13%	Broadcast Video and Production
2	60-1271-12 HDMI Twisted Pair Extender - Tx	Extron	\$271.20	\$542.40	\$240.00	\$480.00	13%	Broadcast Video and Production
2	70-077-01 Low-Profile Mount Kit for 1/4 and 1/2 Rack Width, Two-Piece Enclosures	Extron	\$30.51	\$61.02	\$27.00	\$54.00	13%	Audio-Visual Furniture
1	60-1324-01 SMP 351 H.264 Streaming Media Processor -Standard Version	Extron	\$2,706.35	\$2,706.35	\$2,395.00	\$2,395.00	13%	Control Systems
1	PD-9601G/AC-US PD- 9601G/AC 1PORT HIGH POWER MIDSPAN 60W 10/100/1000 BASE T AC	Microchip	\$115.85	\$115.85	\$102.52	\$102.52	13%	Control Systems
2	NV-32-H 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging.	QSC	\$2,316.50	\$4,633.00	\$2,050.00	\$4,100.00	13%	Video Products



215898



Quote

#215898

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	PTZ-12x72 Q-SYS PoE camera for AV-to-USB Bridging. 12x Optical Zoom 72° horizontal field of view. For small to medium conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)	QSC	\$2,825.00	\$2,825.00	\$2,500.00	\$2,500.00	13%	Video Conferencing
1	PTZ-WMB1 Accessory Wall Mount Bracket for PTZ Camera	QSC	\$90.40	\$90.40	\$80.00	\$80.00	13%	Audio-Visual Furniture
	Audio Solution							
4	AD-C6T-WH 6" Ceiling speaker, WHITE, Priced as each - Sold In Pairs	QSC	\$158.20	\$632.80	\$140.00	\$560.00	13%	Audio Products
1	CORE 8 FLEX Unified Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU.	QSC	\$1,695.00	\$1,695.00	\$1,500.00	\$1,500.00	13%	Audio Products
1	SLQSE-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$135.60	\$135.60	\$120.00	\$120.00	13%	Ala Carte Software
1	SLQUD-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$67.80	\$67.80	\$60.00	\$60.00	13%	Ala Carte Software
1	Integration Item SPA2-60 1/2 RU 2 Channel ENERGY STAR amplifier	QSC	\$423.75	\$423.75	\$375.00	\$375.00	13%	Audio Products
1	USTCC2KIT Sennheiser USTCC2KIT Team Connect Ceiling 2 Kit with Mounting Brackets	Sennheiser	\$2,974.73	\$2,974.73	\$2,632.50	\$2,632.50	13%	Video Products
1	IDP 008 ADA wall plaque	Williams Sound	\$11.81	\$11.81	\$10.45	\$10.45	13%	Audio Products
2	Integration Item CCS 062 BK Black silicone skin for Wi-Fi receiver WF R1	Williams Sound	\$13.67	\$27.34	\$12.10	\$24.20	13%	Peripherals
1	Integration Item CHG 404 WF 4 slot charger for use with WaveCAST receiver (WF R1)	Williams Sound	\$65.26	\$65.26	\$57.75	\$57.75	13%	Peripherals
1	RPK 005 Single Rack Mount Kit for Half-Rack Space Products	Williams Sound	\$43.51	\$43.51	\$38.50	\$38.50	13%	Audio Products
2	Integration Item WF R1 WaveCAST Wi-Fi Receiver	Williams Sound	\$139.84	\$279.68	\$123.75	\$247.50	13%	Video Products



215898



Quote

#215898

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
2	Integration Item NKL 001 S Neckloop. 18" cord. 3.5mm stereo plug. For use only with WaveCAST receiver	Williams Sound	\$36.67	\$73.34	\$32.45	\$64.90	13%	Audio Products
1	Integration Item WF T5 WaveCAST - Single channel audio streaming over Wi-Fi - Pro audio DSP architecture - Unicast or multicast audio delivery - Works with free WaveCast iOS or Android App Control Solution	Williams Sound	\$752.86	\$752.86	\$666.25	\$666.25	13%	Audio Products
1	AMS-1816P Luxul AV Series 18-Port/16 PoE+ Gigabit Managed Switch HDIP	Luxul	\$587.49	\$587.49	\$519.91	\$519.91	13%	Broadcast Video and Production
1	TSC-80t-G2-BK Table top mounting accessory for TSC-80t-G2-BK.	QSC	\$241.82	\$241.82	\$214.00	\$214.00	13%	Audio Products
1	TSC-80w-G2-BK Q-SYS 8.0" PoE Touch Screen Controller for In-Wall Mounting. Includes 1 LAN Port and Aux Power input, available in black only. Furniture/Rack Solution	QSC	\$1,088.19	\$1,088.19	\$963.00	\$963.00	13%	Video Products
1	FAN-VFI NMB 120mm AC fan 53CFM Quiet Fan (Only 28 Db) Includes black grille and 120v 6ft. cord	VFI	\$56.50	\$56.50	\$50.00	\$50.00	13%	Audio-Visual Furniture
1	RACK-16-B VFI Rack16 Black	VFI	\$558.22	\$558.22	\$494.00	\$494.00	13%	Audio-Visual Furniture
1	RR16 Sets of Rack Rails	VFI	\$53.11	\$53.11	\$47.00	\$47.00	13%	Audio-Visual Furniture
1	CAT6-5RED Cat6 550 Mhz Snagless Patch Cable 5ft Red	Comprehensive	\$2.29	\$2.29	\$2.03	\$2.03	13%	Cabling
1	60-190-10 RSU 126 1U 6" Deep Universal Rack Shelf Kit	Extron	\$84.75	\$84.75	\$75.00	\$75.00	13%	Audio-Visual Furniture
1	TIERNE-RHIM-RDRJ Rack Header-Image Series1 Rack-Logo	Liberty	\$32.07	\$32.07	\$28.38	\$28.38	13%	Audio-Visual Furniture
5	EB1 Rack Blank Panel 1Ru,1.75" Black, Mid Atlantic	Middle Atlantic	\$7.12	\$35.60	\$6.30	\$31.50	13%	Audio-Visual Furniture
1	HP-Screws HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$17.29	\$17.29	\$15.30	\$15.30	13%	Audio-Visual Furniture



215898



Quote

#215898

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	LBP-1A, 10 PACK LBP-1A, 10 PACK	Middle Atlantic	\$26.44	\$26.44	\$23.40	\$23.40	13%	Audio-Visual Furniture
2	PD-915R 9 Outlet, Single 15 AMP Circuit, Surge/Spike Protected Rack Mount Power Distribution w/9' Cord, Black Powder Coat Finish 9OUT, 15A, Rack Mount Power	Middle Atlantic	\$98.65	\$197.30	\$87.30	\$174.60	13%	Video Products
2	U1V 1 Space (1 3/4") Vented Rack Shelf System Core and Infrastructure Solution	Middle Atlantic	\$35.60	\$71.20	\$31.50	\$63.00	13%	Audio-Visual Furniture
1	LV1 Low Voltage Mounting Bracket, Existing Construction Use, Plastic, 1-Gang, Black	Arlington	\$1.53	\$1.53	\$1.35	\$1.35	13%	Cabling
6	CAT6-7BLK Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehensi ve	\$2.70	\$16.20	\$2.39	\$14.34	13%	Cabling
7	MHD18G-6PROBLK MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft	Comprehensi ve	\$18.81	\$131.67	\$16.65	\$116.55	13%	Cabling
1	USB3-AB-10ST USB 3.0 A Male To B Male Cable 10ft.	Comprehensi ve	\$9.25	\$9.25	\$8.19	\$8.19	13%	Cabling
1	USB3-AB-15ST USB 3.0 A Male To B Male Cable 15ft.	Comprehensi ve	\$11.29	\$11.29	\$9.99	\$9.99	13%	Cabling
1	26-663-15 26-663-15 HDMI to HDMI M to M NP 15'	Extron	\$59.89	\$59.89	\$53.00	\$53.00	13%	Cabling
2	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$56.50	\$25.00	\$50.00	13%	Cabling
600	18-2C-P-BLK 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$78.00	\$0.12	\$72.00	8%	Cabling
200	22-2C-PSH-BLK Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$22.00	\$0.10	\$20.00	10%	Cabling
30	22-6C-P-BLK Black Commercial grade general purpose 22 AWG 6 conductor plenum cable	Liberty	\$0.20	\$6.00	\$0.18	\$5.40	11%	Cabling
150	24-4P-PL6-EN-BLK Plenum CAT6 priced per foot	Liberty	\$0.30	\$45.00	\$0.269	\$40.35	12%	Cabling



215898



Quote

#215898

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
900	24-4P-P-L6SH-BLK Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$540.00	\$0.535	\$481.50	12%	Cabling
1	PC-G1960-E-P-C Panelcrafters precision manufactured bulk wire plate with 1 7/8th inch grommet hole	Liberty	\$11.86	\$11.86	\$10.50	\$10.50	13%	Control Systems
2	11108080034 Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$0.68	\$0.30	\$0.60	13%	Cabling
9	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$231.11	\$2,080.00				
1	Discount Discount - Design Fee Credit	Tierney	(\$1,000.00)	(\$1,000.00)	\$0.00	\$0.00		
21	Minnesota State Contract - Project Management		\$90.00	\$1,890.00				
14	Minnesota State Contract - In-House Installation		\$90.00	\$1,260.00				
32	Minnesota State Contract - On-Site Installation		\$95.00	\$3,040.00				
50	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$6,000.00				
3.9	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$975.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$1,299.00	\$1,299.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				

Subtotal \$40,855.99

Tax (0%) \$0.00

Shipping Cost \$798.20

Total \$41,654.19



215898



Quote

#215898

09/08/2021

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.



215898



Quote

#215903

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To

Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To

Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:

B - Bartholomew

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	B - Bartholomew							
	Video Display Solution							
1	RPAUW UNIVERSAL RPA WHITE	Chief	\$117.52	\$117.52	\$104.00	\$104.00	13%	Mounting Hardware
1	Integration Item 21771 ADV DLX TNSD 137D HD.9	Da-Lite	\$6,365.74	\$6,365.74	\$5,633.40	\$5,633.40	13%	Projection Screens
1	V11HA26020 POWERLITE L630U PROJECTOR WIFI	Epson	\$2,784.32	\$2,784.32	\$2,464.00	\$2,464.00	13%	Data/Video Projectors
1	Integration Item 24BL650C-B 23.8" Class Full HD IPS 1920x1080 Multi-Tasking LCD Monitor	LG	\$264.55	\$264.55	\$234.11	\$234.11	13%	Video Products
	Video Source Solution							
4	60-1271-13 HDMI Twisted Pair Extender - Rx	Extron	\$271.20	\$1,084.80	\$240.00	\$960.00	13%	Broadcast Video and Production
3	60-1271-12 HDMI Twisted Pair Extender - Tx	Extron	\$271.20	\$813.60	\$240.00	\$720.00	13%	Broadcast Video and Production
1	60-1331-13 DTP HDMI 4K 330 Rx Long Distance HDMI Twisted Pair Extender HDMI Rx - 330 feet	Extron	\$316.40	\$316.40	\$280.00	\$280.00	13%	Broadcast Video and Production
1	60-1491-12 DTP T HD2 4K 230 DTP Transmitter for HDMI with Input Loop-Through	Extron	\$452.00	\$452.00	\$400.00	\$400.00	13%	Video Conferencing
1	60-1491-52 DTP T HD2 4K 330 Long Distance DTP Transmitter for HDMI with Input Loop-Through	Extron	\$508.50	\$508.50	\$450.00	\$450.00	13%	Broadcast Video and Production



215903



Quote

#215903

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
5	70-077-01 Low-Profile Mount Kit for 1/4 and 1/2 Rack Width, Two-Piece Enclosures	Extron	\$30.51	\$152.55	\$27.00	\$135.00	13%	Audio-Visual Furniture
1	60-1324-01 SMP 351 H.264 Streaming Media Processor -Standard Version	Extron	\$2,706.35	\$2,706.35	\$2,395.00	\$2,395.00	13%	Control Systems
2	NV-32-H 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging.	QSC	\$2,316.50	\$4,633.00	\$2,050.00	\$4,100.00	13%	Video Products
3	PTZ-12x72 Q-SYS PoE camera for AV-to-USB Bridging. 12x Optical Zoom 72° horizontal field of view. For small to medium conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)	QSC	\$2,825.00	\$8,475.00	\$2,500.00	\$7,500.00	13%	Video Conferencing
3	PTZ-WMB1 Accessory Wall Mount Bracket for PTZ Camera Audio Solution	QSC	\$90.40	\$271.20	\$80.00	\$240.00	13%	Audio-Visual Furniture
6	AD-C6T-WH 6" Ceiling speaker, WHITE, Priced as each - Sold In Pairs	QSC	\$158.20	\$949.20	\$140.00	\$840.00	13%	Audio Products
1	CORE 8 FLEX Unified Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU.	QSC	\$1,695.00	\$1,695.00	\$1,500.00	\$1,500.00	13%	Audio Products
1	SLQSE-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$135.60	\$135.60	\$120.00	\$120.00	13%	Ala Carte Software
1	SLQUD-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$67.80	\$67.80	\$60.00	\$60.00	13%	Ala Carte Software
1	Integration Item SPA2-60 1/2 RU 2 Channel ENERGY STAR amplifier	QSC	\$423.75	\$423.75	\$375.00	\$375.00	13%	Audio Products
2	SL-CM-SK Ceiling Mic Suspension Kit	Sennheiser	\$93.56	\$187.12	\$82.80	\$165.60	13%	Control Systems
2	USTCC2KIT Sennheiser USTCC2KIT Team Connect Ceiling 2 Kit with Mounting Brackets	Sennheiser	\$2,974.73	\$5,949.46	\$2,632.50	\$5,265.00	13%	Video Products
2	SB903 Lithium-Ion Battery for SLX-D	Shure	\$40.68	\$81.36	\$36.00	\$72.00	13%	Audio Products



215903



Quote

#215903

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	SBC203-US Shure SBC203 Dual-Docking Recharging Station for SB903 Batteries & SLX-D Transmitters	Shure	\$111.74	\$111.74	\$98.88	\$98.88	13%	Audio Products
1	SLXD124/85-G58 Combo System with SLXD1 Bodypack, SLXD4 Receiver, SM58 and WL185 Lavalier Microphone	Shure	\$787.89	\$787.89	\$697.25	\$697.25	13%	Audio Products
1	IDP 008 ADA wall plaque	Williams Sound	\$11.81	\$11.81	\$10.45	\$10.45	13%	Audio Products
4	Integration Item CCS 062 BK Black silicone skin for Wi-Fi receiver WF R1	Williams Sound	\$13.67	\$54.68	\$12.10	\$48.40	13%	Peripherals
1	Integration Item CHG 404 WF 4 slot charger for use with WaveCAST receiver (WF R1)	Williams Sound	\$65.26	\$65.26	\$57.75	\$57.75	13%	Peripherals
1	RPK 005 Single Rack Mount Kit for Half-Rack Space Products	Williams Sound	\$43.51	\$43.51	\$38.50	\$38.50	13%	Audio Products
4	Integration Item WF R1 WaveCAST Wi-Fi Receiver	Williams Sound	\$139.84	\$559.36	\$123.75	\$495.00	13%	Video Products
2	Integration Item NKL 001 S Neckloop. 18" cord. 3.5mm stereo plug. For use only with WaveCAST receiver	Williams Sound	\$36.67	\$73.34	\$32.45	\$64.90	13%	Audio Products
1	Integration Item WF T5 WaveCAST - Single channel audio streaming over Wi-Fi - Pro audio DSP architecture - Unicast or multicast audio delivery - Works with free WaveCast iOS or Android App Control Solution	Williams Sound	\$752.86	\$752.86	\$666.25	\$666.25	13%	Audio Products
1	IP2CC-P Global Cache iTach IP2CC with Power over Ethernet Option	Global Cache	\$132.78	\$132.78	\$117.50	\$117.50	13%	Broadcast Video and Production
1	AMS-2624P 26 Port Switch With 24 Ports PoE	Luxul	\$727.23	\$727.23	\$643.57	\$643.57	13%	Broadcast Video and Production
1	TSC-80t-G2-BK Table top mounting accessory for TSC-80t-G2-BK.	QSC	\$241.82	\$241.82	\$214.00	\$214.00	13%	Audio Products
1	TSC-80w-G2-BK Q-SYS 8.0" PoE Touch Screen Controller for In-Wall Mounting. Includes 1 LAN Port and Aux Power input, available in black only.	QSC	\$1,088.19	\$1,088.19	\$963.00	\$963.00	13%	Video Products



215903



Quote

#215903

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	Furniture/Rack Solution							
1	CAT6-5RED Cat6 550 Mhz Snagless Patch Cable 5ft Red	Comprehen ve	\$2.29	\$2.29	\$2.03	\$2.03	13%	Cabling
1	60-190-10 RSU 126 1U 6" Deep Universal Rack Shelf Kit	Extron	\$84.75	\$84.75	\$75.00	\$75.00	13%	Audio-Visual Furniture
2	60-190-01 Universal Rack Shelf Kit for 9.5" Deep Products 1U Gray	Extron	\$84.75	\$169.50	\$75.00	\$150.00	13%	Audio-Visual Furniture
1	TIERNE-RHIM-RDRJ Rack Header-Image Series1 Rack-Logo	Liberty	\$32.07	\$32.07	\$28.38	\$28.38	13%	Audio-Visual Furniture
3	EB1 Rack Blank Panel 1Ru,1.75" Black, Mid Atlantic	Middle Atlantic	\$7.12	\$21.36	\$6.30	\$18.90	13%	Audio-Visual Furniture
1	HP-Screws HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$17.29	\$17.29	\$15.30	\$15.30	13%	Audio-Visual Furniture
1	LBP-1A, 10 PACK LBP-1A, 10 PACK	Middle Atlantic	\$26.44	\$26.44	\$23.40	\$23.40	13%	Audio-Visual Furniture
2	PD-915R 9 Outlet, Single 15 AMP Circuit, Surge/Spike Protected Rack Mount Power Distribution w/9' Cord, Black Powder Coat Finish 9OUT, 15A, Rack Mount Power	Middle Atlantic	\$98.65	\$197.30	\$87.30	\$174.60	13%	Video Products
1	U1V 1 Space (1 3/4") Vented Rack Shelf	Middle Atlantic	\$35.60	\$35.60	\$31.50	\$31.50	13%	Audio-Visual Furniture
	System Core and Infrastructure Solution							
6	CAT6-7BLK Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehen ve	\$2.70	\$16.20	\$2.39	\$14.34	13%	Cabling
14	MHD18G-6PROBLK MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft	Comprehen ve	\$18.81	\$263.34	\$16.65	\$233.10	13%	Cabling
1	USB3-AB-10ST USB 3.0 A Male To B Male Cable 10ft.	Comprehen ve	\$9.25	\$9.25	\$8.19	\$8.19	13%	Cabling
1	USB3-AB-15ST USB 3.0 A Male To B Male Cable 15ft.	Comprehen ve	\$11.29	\$11.29	\$9.99	\$9.99	13%	Cabling
1	XLRP-XLRJ-6ST Standard Series XLR Plug to Jack Audio Cable 6ft	Comprehen ve	\$6.87	\$6.87	\$6.08	\$6.08	13%	Cabling
2	26-663-15 26-663-15 HDMI to HDMI M to M NP 15'	Extron	\$59.89	\$119.78	\$53.00	\$106.00	13%	Cabling



215903



Quote

#215903

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
3	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$84.75	\$25.00	\$75.00	13%	Cabling
900	18-2C-P-BLK 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$117.00	\$0.12	\$108.00	8%	Cabling
200	22-2C-PSH-BLK Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$22.00	\$0.10	\$20.00	10%	Cabling
40	22-6C-P-BLK Black Commercial grade general purpose 22 AWG 6 conductor plenum cable	Liberty	\$0.20	\$8.00	\$0.18	\$7.20	11%	Cabling
300	24-4P-PL6-EN-BLK Plenum CAT6 priced per foot	Liberty	\$0.30	\$90.00	\$0.269	\$80.70	12%	Cabling
1,800	24-4P-P-L6SH-BLK Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$1,080.00	\$0.535	\$963.00	12%	Cabling
4	11108080034 Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$1.36	\$0.30	\$1.20	13%	Cabling
13	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$273.85	\$3,560.00				
1	Discount Discount - Design Fee Credit	Tierney	(\$2,000.00)	(\$2,000.00)	\$0.00	\$0.00		
41	Minnesota State Contract - Project Management		\$90.00	\$3,690.00				
16	Minnesota State Contract - In-House Installation		\$90.00	\$1,440.00				
68	Minnesota State Contract - On-Site Installation		\$95.00	\$6,460.00				
1	Minnesota State Contract - Subcontractor Installation		\$1,734.00	\$1,734.00				
96	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$11,520.00				
7.2	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$1,800.00				



215903



Quote

#215903

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$1,699.00	\$1,699.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				

Subtotal \$75,653.73

Tax (0%) \$0.00

Shipping Cost \$1,576.90

Total \$77,230.63

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.



215903



Quote

#215918

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To

Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To

Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:

C - Heredia

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	C - Heredia							
	Video Display Solution							
1	RPAUW UNIVERSAL RPA WHITE	Chief	\$117.52	\$117.52	\$104.00	\$104.00	13%	Mounting Hardware
1	Integration Item 21771 ADV DLX TNSD 137D HD.9	Da-Lite	\$6,365.74	\$6,365.74	\$5,633.40	\$5,633.40	13%	Projection Screens
1	V11HA26020 POWERLITE L630U PROJECTOR WIFI	Epson	\$2,784.32	\$2,784.32	\$2,464.00	\$2,464.00	13%	Data/Video Projectors
1	Integration Item 24BL650C-B 23.8" Class Full HD IPS 1920x1080 Multi-Tasking LCD Monitor	LG	\$264.55	\$264.55	\$234.11	\$234.11	13%	Video Products
	Video Source Solution							
3	60-1271-13 HDMI Twisted Pair Extender - Rx	Extron	\$271.20	\$813.60	\$240.00	\$720.00	13%	Broadcast Video and Production
2	60-1271-12 HDMI Twisted Pair Extender - Tx	Extron	\$271.20	\$542.40	\$240.00	\$480.00	13%	Broadcast Video and Production
1	60-1491-12 DTP T HD2 4K 230 DTP Transmitter for HDMI with Input Loop-Through	Extron	\$452.00	\$452.00	\$400.00	\$400.00	13%	Video Conferencing
6	70-077-01 Low-Profile Mount Kit for 1/4 and 1/2 Rack Width, Two-Piece Enclosures	Extron	\$30.51	\$183.06	\$27.00	\$162.00	13%	Audio-Visual Furniture
1	60-1324-01 SMP 351 H.264 Streaming Media Processor -Standard Version	Extron	\$2,706.35	\$2,706.35	\$2,395.00	\$2,395.00	13%	Control Systems



215918



Quote

#215918

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
2	NV-32-H 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging.	QSC	\$2,316.50	\$4,633.00	\$2,050.00	\$4,100.00	13%	Video Products
2	PTZ-12x72 Q-SYS PoE camera for AV-to-USB Bridging. 12x Optical Zoom 72° horizontal field of view. For small to medium conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)	QSC	\$2,825.00	\$5,650.00	\$2,500.00	\$5,000.00	13%	Video Conferencing
2	PTZ-WMB1 Accessory Wall Mount Bracket for PTZ Camera Audio Solution	QSC	\$90.40	\$180.80	\$80.00	\$160.00	13%	Audio-Visual Furniture
4	AD-C6T-WH 6" Ceiling speaker, WHITE, Priced as each - Sold In Pairs	QSC	\$158.20	\$632.80	\$140.00	\$560.00	13%	Audio Products
1	CORE 8 FLEX Unified Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU.	QSC	\$1,695.00	\$1,695.00	\$1,500.00	\$1,500.00	13%	Audio Products
1	SLQSE-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$135.60	\$135.60	\$120.00	\$120.00	13%	Ala Carte Software
1	SLQUD-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$67.80	\$67.80	\$60.00	\$60.00	13%	Ala Carte Software
1	Integration Item SPA2-60 1/2 RU 2 Channel ENERGY STAR amplifier	QSC	\$423.75	\$423.75	\$375.00	\$375.00	13%	Audio Products
1	SL-CM-SK Ceiling Mic Suspension Kit	Sennheiser	\$93.56	\$93.56	\$82.80	\$82.80	13%	Control Systems
1	USTCC2KIT Sennheiser USTCC2KIT Team Connect Ceiling 2 Kit with Mounting Brackets	Sennheiser	\$2,974.73	\$2,974.73	\$2,632.50	\$2,632.50	13%	Video Products
1	IDP 008 ADA wall plaque	Williams Sound	\$11.81	\$11.81	\$10.45	\$10.45	13%	Audio Products
2	Integration Item CCS 062 BK Black silicone skin for Wi-Fi receiver WF R1	Williams Sound	\$13.67	\$27.34	\$12.10	\$24.20	13%	Peripherals
1	Integration Item CHG 404 WF 4 slot charger for use with WaveCAST receiver (WF R1)	Williams Sound	\$65.26	\$65.26	\$57.75	\$57.75	13%	Peripherals



215918



Quote

#215918

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	RPK 005 Single Rack Mount Kit for Half-Rack Space Products	Williams Sound	\$43.51	\$43.51	\$38.50	\$38.50	13%	Audio Products
2	Integration Item WF R1 WaveCAST Wi-Fi Receiver	Williams Sound	\$139.84	\$279.68	\$123.75	\$247.50	13%	Video Products
2	Integration Item NKL 001 S Neckloop. 18" cord. 3.5mm stereo plug. For use only with WaveCAST receiver	Williams Sound	\$36.67	\$73.34	\$32.45	\$64.90	13%	Audio Products
1	Integration Item WF T5 WaveCAST - Single channel audio streaming over Wi-Fi - Pro audio DSP architecture - Unicast or multicast audio delivery - Works with free WaveCast iOS or Android App Control Solution	Williams Sound	\$752.86	\$752.86	\$666.25	\$666.25	13%	Audio Products
1	IP2CC-P Global Cache iTach IP2CC with Power over Ethernet Option	Global Cache	\$132.78	\$132.78	\$117.50	\$117.50	13%	Broadcast Video and Production
1	AMS-1816P Luxul AV Series 18-Port/16 PoE+ Gigabit Managed Switch HDIP	Luxul	\$587.49	\$587.49	\$519.91	\$519.91	13%	Broadcast Video and Production
1	TSC-80t-G2-BK Table top mounting accessory for TSC-80t-G2-BK.	QSC	\$241.82	\$241.82	\$214.00	\$214.00	13%	Audio Products
1	TSC-80w-G2-BK Q-SYS 8.0" PoE Touch Screen Controller for In-Wall Mounting. Includes 1 LAN Port and Aux Power input, available in black only. Furniture/Rack Solution	QSC	\$1,088.19	\$1,088.19	\$963.00	\$963.00	13%	Video Products
1	CAT6-5RED Cat6 550 Mhz Snagless Patch Cable 5ft Red	Comprehensive	\$2.29	\$2.29	\$2.03	\$2.03	13%	Cabling
1	TIERNE-RHIM-RDRJ Rack Header-Image Series1 Rack-Logo	Liberty	\$32.07	\$32.07	\$28.38	\$28.38	13%	Audio-Visual Furniture
2	EB1 Rack Blank Panel 1Ru,1.75" Black, Mid Atlantic	Middle Atlantic	\$7.12	\$14.24	\$6.30	\$12.60	13%	Audio-Visual Furniture
1	HP-Screws HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$17.29	\$17.29	\$15.30	\$15.30	13%	Audio-Visual Furniture
1	LBP-1A, 10 PACK LBP-1A, 10 PACK	Middle Atlantic	\$26.44	\$26.44	\$23.40	\$23.40	13%	Audio-Visual Furniture



215918



Quote

#215918

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	PD-915R 9 Outlet, Single 15 AMP Circuit, Surge/Spike Protected Rack Mount Power Distribution w/9' Cord, Black Powder Coat Finish 9OUT, 15A, Rack Mount Power	Middle Atlantic	\$98.65	\$98.65	\$87.30	\$87.30	13%	Video Products
1	U1V 1 Space (1 3/4") Vented Rack Shelf System Core and Infrastructure Solution	Middle Atlantic	\$35.60	\$35.60	\$31.50	\$31.50	13%	Audio-Visual Furniture
6	CAT6-7BLK Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehensive	\$2.70	\$16.20	\$2.39	\$14.34	13%	Cabling
10	MHD18G-6PROBLK MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft	Comprehensive	\$18.81	\$188.10	\$16.65	\$166.50	13%	Cabling
1	USB3-AB-10ST USB 3.0 A Male To B Male Cable 10ft.	Comprehensive	\$9.25	\$9.25	\$8.19	\$8.19	13%	Cabling
1	USB3-AB-15ST USB 3.0 A Male To B Male Cable 15ft.	Comprehensive	\$11.29	\$11.29	\$9.99	\$9.99	13%	Cabling
2	26-663-15 26-663-15 HDMI to HDMI M to M NP 15'	Extron	\$59.89	\$119.78	\$53.00	\$106.00	13%	Cabling
2	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$56.50	\$25.00	\$50.00	13%	Cabling
600	18-2C-P-BLK 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$78.00	\$0.12	\$72.00	8%	Cabling
200	22-2C-PSH-BLK Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$22.00	\$0.10	\$20.00	10%	Cabling
40	22-6C-P-BLK Black Commercial grade general purpose 22 AWG 6 conductor plenum cable	Liberty	\$0.20	\$8.00	\$0.18	\$7.20	11%	Cabling
300	24-4P-PL6-EN-BLK Plenum CAT6 priced per foot	Liberty	\$0.30	\$90.00	\$0.269	\$80.70	12%	Cabling
1,050	24-4P-P-L6SH-BLK Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$630.00	\$0.535	\$561.75	12%	Cabling
4	11108080034 Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$1.36	\$0.30	\$1.20	13%	Cabling



215918



Quote

#215918

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
11	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$210.91	\$2,320.00				
1	Discount Discount - Design Fee Credit	Tierney	(\$1,000.00)	(\$1,000.00)	\$0.00	\$0.00		
33	Minnesota State Contract - Project Management		\$90.00	\$2,970.00				
18	Minnesota State Contract - In-House Installation		\$90.00	\$1,620.00				
48	Minnesota State Contract - On-Site Installation		\$95.00	\$4,560.00				
1	Minnesota State Contract - Subcontractor Installation		\$1,734.00	\$1,734.00				
62	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$7,440.00				
5.7	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$1,425.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$1,699.00	\$1,699.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				

Subtotal \$58,494.72

Tax (0%) \$0.00

Shipping Cost \$1,324.11

Total \$59,818.83



215918



Quote

#215918

09/08/2021

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.



215918



Quote

#215921

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To

Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To

Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:

D - Executive

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	D - Executive							
	Video Display Solution							
1	XTM1U X-Large Fusion Micro-Adjustable Tilt Wall Mount	Chief	\$270.52	\$270.52	\$239.40	\$239.40	13%	Mounting Hardware
1	75UR640S0UD 75" LED-LCD TV - 4K UHD TV - TAA Compliant - LED Backlight - 3840 x 2160 Resolution SIMPLE EDITOR WIFI 120HZ HDMI 3YR	LG	\$2,043.50	\$2,043.50	\$1,808.41	\$1,808.41	13%	Display Monitors
1	EAD62707902 EAD62707902, CABLE,ASSEMBLY	LG	\$6.93	\$6.93	\$6.13	\$6.13	13%	Cabling
	Video Source Solution							
1	60-1271-13 HDMI Twisted Pair Extender - Rx	Extron	\$271.20	\$271.20	\$240.00	\$240.00	13%	Broadcast Video and Production
1	60-1271-12 HDMI Twisted Pair Extender - Tx	Extron	\$271.20	\$271.20	\$240.00	\$240.00	13%	Broadcast Video and Production
1	70-077-01 Low-Profile Mount Kit for 1/4 and 1/2 Rack Width, Two-Piece Enclosures	Extron	\$30.51	\$30.51	\$27.00	\$27.00	13%	Audio-Visual Furniture
1	PD-9601G/AC-US PD- 9601G/AC 1PORT HIGH POWER MIDSPAN 60W 10/100/1000 BASE T AC	Microchip	\$115.85	\$115.85	\$102.52	\$102.52	13%	Control Systems
2	NV-32-H 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging.	QSC	\$2,316.50	\$4,633.00	\$2,050.00	\$4,100.00	13%	Video Products
1	PTZ-12x72 Q-SYS PoE camera for AV-to-USB Bridging. 12x Optical Zoom 72° horizontal field of view. For small to medium conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)	QSC	\$2,825.00	\$2,825.00	\$2,500.00	\$2,500.00	13%	Video Conferencing



215921



Quote

#215921

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	PTZ-WMB1 Accessory Wall Mount Bracket for PTZ Camera Audio Solution	QSC	\$90.40	\$90.40	\$80.00	\$80.00	13%	Audio-Visual Furniture
4	AD-C6T-WH 6" Ceiling speaker, WHITE, Priced as each - Sold In Pairs	QSC	\$158.20	\$632.80	\$140.00	\$560.00	13%	Audio Products
1	CORE 8 FLEX Unified Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU.	QSC	\$1,695.00	\$1,695.00	\$1,500.00	\$1,500.00	13%	Audio Products
1	SLQSE-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$135.60	\$135.60	\$120.00	\$120.00	13%	Ala Carte Software
1	SLQUD-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$67.80	\$67.80	\$60.00	\$60.00	13%	Ala Carte Software
1	Integration Item SPA2-60 1/2 RU 2 Channel ENERGY STAR amplifier	QSC	\$423.75	\$423.75	\$375.00	\$375.00	13%	Audio Products
1	USTCC2KIT Sennheiser USTCC2KIT Team Connect Ceiling 2 Kit with Mounting Brackets Control Solution	Sennheiser	\$2,974.73	\$2,974.73	\$2,632.50	\$2,632.50	13%	Video Products
1	AMS-1816P Luxul AV Series 18-Port/16 PoE+ Gigabit Managed Switch HDIP	Luxul	\$587.49	\$587.49	\$519.91	\$519.91	13%	Broadcast Video and Production
1	TSC-80t-G2-BK Table top mounting accessory for TSC-80t-G2-BK.	QSC	\$241.82	\$241.82	\$214.00	\$214.00	13%	Audio Products
1	TSC-80w-G2-BK Q-SYS 8.0" PoE Touch Screen Controller for In-Wall Mounting. Includes 1 LAN Port and Aux Power input, available in black only. Furniture/Rack Solution	QSC	\$1,088.19	\$1,088.19	\$963.00	\$963.00	13%	Video Products
1	CAT6-5RED Cat6 550 Mhz Snagless Patch Cable 5ft Red	Comprehensive	\$2.29	\$2.29	\$2.03	\$2.03	13%	Cabling
1	60-190-10 RSU 126 1U 6" Deep Universal Rack Shelf Kit	Extron	\$84.75	\$84.75	\$75.00	\$75.00	13%	Audio-Visual Furniture



215921



Quote

#215921

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	TIERNE-RHIM-RDRJ Rack Header-Image Series1 Rack-Logo	Liberty	\$32.07	\$32.07	\$28.38	\$28.38	13%	Audio-Visual Furniture
7	EB1 Rack Blank Panel 1Ru,1.75" Black, Mid Atlantic	Middle Atlantic	\$7.12	\$49.84	\$6.30	\$44.10	13%	Audio-Visual Furniture
1	HP-Screws HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$17.29	\$17.29	\$15.30	\$15.30	13%	Audio-Visual Furniture
1	LBP-1A, 10 PACK LBP-1A, 10 PACK	Middle Atlantic	\$26.44	\$26.44	\$23.40	\$23.40	13%	Audio-Visual Furniture
1	PD-915R 9 Outlet, Single 15 AMP Circuit, Surge/Spike Protected Rack Mount Power Distribution w/9' Cord, Black Powder Coat Finish 9OUT, 15A, Rack Mount Power	Middle Atlantic	\$98.65	\$98.65	\$87.30	\$87.30	13%	Video Products
2	U1V 1 Space (1 3/4") Vented Rack Shelf System Core and Infrastructure Solution	Middle Atlantic	\$35.60	\$71.20	\$31.50	\$63.00	13%	Audio-Visual Furniture
1	LV1 Low Voltage Mounting Bracket, Existing Construction Use, Plastic, 1-Gang, Black	Arlington	\$1.53	\$1.53	\$1.35	\$1.35	13%	Cabling
4	CAT6-7BLK Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehensive	\$2.70	\$10.80	\$2.39	\$9.56	13%	Cabling
3	MHD18G-6PROBLK MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft	Comprehensive	\$18.81	\$56.43	\$16.65	\$49.95	13%	Cabling
1	USB3-AB-10ST USB 3.0 A Male To B Male Cable 10ft.	Comprehensive	\$9.25	\$9.25	\$8.19	\$8.19	13%	Cabling
1	USB3-AB-15ST USB 3.0 A Male To B Male Cable 15ft.	Comprehensive	\$11.29	\$11.29	\$9.99	\$9.99	13%	Cabling
1	26-663-15 26-663-15 HDMI to HDMI M to M NP 15'	Extron	\$59.89	\$59.89	\$53.00	\$53.00	13%	Cabling
1	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$28.25	\$25.00	\$25.00	13%	Cabling
600	18-2C-P-BLK 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$78.00	\$0.12	\$72.00	8%	Cabling
50	22-2C-PSH-BLK Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$5.50	\$0.10	\$5.00	10%	Cabling



215921



Quote

#215921

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
20	22-6C-P-BLK Black Commercial grade general purpose 22 AWG 6 conductor plenum cable	Liberty	\$0.20	\$4.00	\$0.18	\$3.60	11%	Cabling
150	24-4P-PL6-EN-BLK Plenum CAT6 priced per foot	Liberty	\$0.30	\$45.00	\$0.269	\$40.35	12%	Cabling
750	24-4P-P-L6SH-BLK Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$450.00	\$0.535	\$401.25	12%	Cabling
1	PC-G1960-E-P-C Panelcrafters precision manufactured bulk wire plate with 1 7/8th inch grommet hole	Liberty	\$11.86	\$11.86	\$10.50	\$10.50	13%	Control Systems
2	11108080034 Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$0.68	\$0.30	\$0.60	13%	Cabling
8	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$120.00	\$960.00				
21	Minnesota State Contract - Project Management		\$90.00	\$1,890.00				
12	Minnesota State Contract - In-House Installation		\$90.00	\$1,080.00				
32	Minnesota State Contract - On-Site Installation		\$95.00	\$3,040.00				
42	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$5,040.00				
3.6	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$900.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$1,299.00	\$1,299.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				



215921



1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

Quote

#215921

09/08/2021

Subtotal	\$34,018.30
Tax (0%)	\$0.00
Shipping Cost	\$818.59
Total	\$34,836.89

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.



215921



Quote

#215927

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To
Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To
Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:
E - Fire Department

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	E - Fire Department							
	Video Display Solution							
1	RPAUW UNIVERSAL RPA WHITE	Chief	\$117.52	\$117.52	\$104.00	\$104.00	13%	Mounting Hardware
1	V11HA27020 POWERLITE L530U PROJECTOR WIFI	Epson	\$2,111.97	\$2,111.97	\$1,869.00	\$1,869.00	13%	Data/Video Projectors
1	Integration Item 24BL650C-B 23.8" Class Full HD IPS 1920x1080 Multi-Tasking LCD Monitor	LG	\$264.55	\$264.55	\$234.11	\$234.11	13%	Video Products
	Video Source Solution							
1	CSE-200+ CLICKSHARE CSE-200+ SET	Barco	\$2,056.60	\$2,056.60	\$1,820.00	\$1,820.00	13%	Broadcast Video and Production
1	60-1271-13 HDMI Twisted Pair Extender - Rx	Extron	\$271.20	\$271.20	\$240.00	\$240.00	13%	Broadcast Video and Production
1	60-1491-12 DTP T HD2 4K 230 DTP Transmitter for HDMI with Input Loop-Through	Extron	\$452.00	\$452.00	\$400.00	\$400.00	13%	Video Conferencing
1	70-077-01 Low-Profile Mount Kit for 1/4 and 1/2 Rack Width, Two-Piece Enclosures	Extron	\$30.51	\$30.51	\$27.00	\$27.00	13%	Audio-Visual Furniture





Quote

#215927

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	DL-ARDA 1 Adapter Cable DisplayPort male to HDMI female 5 inches long (AR-DPM-HDF) AR-MDPM-HDF 1 Adapter Cable Mini-DisplayPort male to HDMI female 5 inches long (AR-MDPM-HDF) MD826AM/A 1 Apple Certified Adapter Lightning (M) to HDMI (F) and Lightning (F) to power device (MD826AM/A) MJ1K2AM/A 1 Apple Certified Adapter USB C to HDMI w/USB A Port (MJ1K2AM/A) AR-UCM-HDF 1 Adapter Cable USB "C" male to HDMI female 9 inches long (AR-UCM-HDF) DL-AP2 Security clamp to attach Apple Adapters to DL-AR system (DL-AP)	Liberty	\$255.89	\$255.89	\$226.45	\$226.45	13%	Cabling
1	NV-32-H 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging.	QSC	\$2,316.50	\$2,316.50	\$2,050.00	\$2,050.00	13%	Video Products
1	PTZ-CMB1 Accessory Ceiling Mount Bracket for PTZ Camera	QSC	\$90.40	\$90.40	\$80.00	\$80.00	13%	Audio-Visual Furniture
1	PTZ-12x72 Q-SYS PoE camera for AV-to-USB Bridging. 12x Optical Zoom 72° horizontal field of view. For small to medium conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket) Audio Solution	QSC	\$2,825.00	\$2,825.00	\$2,500.00	\$2,500.00	13%	Video Conferencing
1	CORE 8 FLEX Unified Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU.	QSC	\$1,695.00	\$1,695.00	\$1,500.00	\$1,500.00	13%	Audio Products
1	SLQSE-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$135.60	\$135.60	\$120.00	\$120.00	13%	Ala Carte Software
1	SLQUD-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	QSC	\$67.80	\$67.80	\$60.00	\$60.00	13%	Ala Carte Software
1	USTCC2KIT Sennheiser USTCC2KIT Team Connect Ceiling 2 Kit with Mounting Brackets Control Solution	Sennheiser	\$2,974.73	\$2,974.73	\$2,632.50	\$2,632.50	13%	Video Products
1	IP2CC-P Global Cache iTach IP2CC with Power over Ethernet Option	Global Cache	\$132.78	\$132.78	\$117.50	\$117.50	13%	Broadcast Video and Production



215927



Quote

#215927

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	AMS-1816P Luxul AV Series 18-Port/16 PoE+ Gigabit Managed Switch HDIP	Luxul	\$587.49	\$587.49	\$519.91	\$519.91	13%	Broadcast Video and Production
1	TSC-80t-G2-BK Table top mounting accessory for TSC-80t-G2-BK.	QSC	\$241.82	\$241.82	\$214.00	\$214.00	13%	Audio Products
1	TSC-80w-G2-BK Q-SYS 8.0" PoE Touch Screen Controller for In-Wall Mounting. Includes 1 LAN Port and Aux Power input, available in black only. Furniture/Rack Solution	QSC	\$1,088.19	\$1,088.19	\$963.00	\$963.00	13%	Video Products
1	CAT6-5RED Cat6 550 Mhz Snagless Patch Cable 5ft Red	Comprehensive	\$2.29	\$2.29	\$2.03	\$2.03	13%	Cabling
2	60-190-10 RSU 126 1U 6" Deep Universal Rack Shelf Kit	Extron	\$84.75	\$169.50	\$75.00	\$150.00	13%	Audio-Visual Furniture
1	TIERNE-RHIM-RDRJ Rack Header-Image Series1 Rack-Logo	Liberty	\$32.07	\$32.07	\$28.38	\$28.38	13%	Audio-Visual Furniture
1	EB1 Rack Blank Panel 1Ru,1.75" Black, Mid Atlantic	Middle Atlantic	\$7.12	\$7.12	\$6.30	\$6.30	13%	Audio-Visual Furniture
1	HP-Screws HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$17.29	\$17.29	\$15.30	\$15.30	13%	Audio-Visual Furniture
1	LBP-1A, 10 PACK LBP-1A, 10 PACK	Middle Atlantic	\$26.44	\$26.44	\$23.40	\$23.40	13%	Audio-Visual Furniture
2	PD-915R 9 Outlet, Single 15 AMP Circuit, Surge/Spike Protected Rack Mount Power Distribution w/9' Cord, Black Powder Coat Finish 9OUT, 15A, Rack Mount Power	Middle Atlantic	\$98.65	\$197.30	\$87.30	\$174.60	13%	Video Products
2	U1V 1 Space (1 3/4") Vented Rack Shelf System Core and Infrastructure Solution	Middle Atlantic	\$35.60	\$71.20	\$31.50	\$63.00	13%	Audio-Visual Furniture
3	CAT6-7BLK Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehensive	\$2.70	\$8.10	\$2.39	\$7.17	13%	Cabling
4	MHD18G-6PROBLK MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft	Comprehensive	\$18.81	\$75.24	\$16.65	\$66.60	13%	Cabling
1	USB3-AB-10ST USB 3.0 A Male To B Male Cable 10ft.	Comprehensive	\$9.25	\$9.25	\$8.19	\$8.19	13%	Cabling



215927



Quote

#215927

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	USB3-AB-15ST USB 3.0 A Male To B Male Cable 15ft.	Comprehensive	\$11.29	\$11.29	\$9.99	\$9.99	13%	Cabling
2	26-663-15 26-663-15 HDMI to HDMI M to M NP 15'	Extron	\$59.89	\$119.78	\$53.00	\$106.00	13%	Cabling
1	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$28.25	\$25.00	\$25.00	13%	Cabling
600	18-2C-P-BLK 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$78.00	\$0.12	\$72.00	8%	Cabling
50	22-2C-PSH-BLK Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$5.50	\$0.10	\$5.00	10%	Cabling
30	22-6C-P-BLK Black Commercial grade general purpose 22 AWG 6 conductor plenum cable	Liberty	\$0.20	\$6.00	\$0.18	\$5.40	11%	Cabling
300	24-4P-PL6-EN-BLK Plenum CAT6 priced per foot	Liberty	\$0.30	\$90.00	\$0.269	\$80.70	12%	Cabling
600	24-4P-P-L6SH-BLK Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$360.00	\$0.535	\$321.00	12%	Cabling
4	11108080034 Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$1.36	\$0.30	\$1.20	13%	Cabling
8	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$213.75	\$1,710.00				
1	Discount Discount - Design Fee Credit	Tierney	(\$750.00)	(\$750.00)	\$0.00	\$0.00		
21	Minnesota State Contract - Project Management		\$90.00	\$1,890.00				
14	Minnesota State Contract - In-House Installation		\$90.00	\$1,260.00				
30	Minnesota State Contract - On-Site Installation		\$95.00	\$2,850.00				
48	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$5,760.00				



215927



Quote

#215927

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
3.6	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$900.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$1,299.00	\$1,299.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				

Subtotal \$34,199.53

Tax (0%) \$0.00

Shipping Cost \$745.77

Total \$34,945.30

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.



215927



Quote

#215929

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Bill To

Accounts Payable
City Of Richfield
6700 Portland Avenue South
Richfield MN 55423

Ship To

Jane Skov
City Of Richfield
6700 Portland Ave South
Richfield MN 55423

Memo:

F - Fire Department Mobile Cart

Expires	Sales Rep	Contract	Terms
12/07/2021	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	F - Fire Department Mobile Cart							
	Video Display Solution							
1	PAC710 Height Adjustable Accessory Shelf	Chief	\$96.61	\$96.61	\$85.50	\$85.50	13%	Mounting Hardware
1	PFCUB 4' - 6' LFP MOBIL CART	Chief	\$707.22	\$707.22	\$625.86	\$625.86	13%	Mounting Hardware
1	SBID-7275R-P SMART Board 7075R Pro series interactive display with iQ and SMART Meeting Pro	SMART	\$5,761.87	\$5,761.87	\$5,099.00	\$5,099.00	13%	Display Monitors
1	SVC-SP-PRO-1 1 Year Pro Service for SMART Board 6000S,7000R and MX Pro series interactive displays	SMART	\$0.00	\$0.00	\$0.00	\$0.00		Ala Carte Software
	Video Source Solution							
1	LV1 Low Voltage Mounting Bracket, Existing Construction Use, Plastic, 1-Gang, Black	Arlington	\$1.53	\$1.53	\$1.35	\$1.35	13%	Cabling
1	60-1271-12 HDMI Twisted Pair Extender - Tx	Extron	\$271.20	\$271.20	\$240.00	\$240.00	13%	Broadcast Video and Production
1	60-1531-13 DTP R HWP 4K 231 D DTP Receiver for HDMI - Decora Wallplate White - 230 feet	Extron	\$395.50	\$395.50	\$350.00	\$350.00	13%	Control Systems
1	960-001101 Logitech MeetUp Video Conferencing Camera - 30 fps - USB 2.0	Logitech	\$535.55	\$535.55	\$472.17	\$472.17	13%	Video Conferencing
1	939-001656 Logitech TV MOUNT XL for Meetup	Logitech	\$111.09	\$111.09	\$98.31	\$98.31	13%	Audio-Visual Furniture
	Furniture/Rack Solution							



215929



Quote

#215929

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
 www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	53408 C2G 53408 18 AWG Outlet Saver Power Extension Cord - NEMA 5-15P to NEMA 5-15R, TAA Compliant, Black (12 Feet, 3.65 Meters)	C2G	\$5.52	\$5.52	\$4.88	\$4.88	13%	Mounting Hardware
1	CSMP9X12 Component Storage Panel, Interface	Chief	\$34.78	\$34.78	\$30.78	\$30.78	13%	Audio-Visual Furniture
1	60-190-10 RSU 126 1U 6" Deep Universal Rack Shelf Kit	Extron	\$84.75	\$84.75	\$75.00	\$75.00	13%	Audio-Visual Furniture
1	WB-200-CE-4 WattBox® Power Conditioner with Coax and Ethernet Protection - 4 Outlets System Core and Infrastructure Solution	WattBox	\$68.77	\$68.77	\$60.86	\$60.86	13%	Video Products
2	MHD18G-6PROBLK MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft	Comprehensive	\$18.81	\$37.62	\$16.65	\$33.30	13%	Cabling
2	USB3-AB-15ST USB 3.0 A Male To B Male Cable 15ft.	Comprehensive	\$11.29	\$22.58	\$9.99	\$19.98	13%	Cabling
1	26-663-15 26-663-15 HDMI to HDMI M to M NP 15'	Extron	\$59.89	\$59.89	\$53.00	\$53.00	13%	Cabling
1	101-005-02 XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$28.25	\$25.00	\$25.00	13%	Cabling
150	24-4P-P-L6SH-BLK Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$90.00	\$0.535	\$80.25	12%	Cabling
5	Minnesota State Contract - Design / Engineering Professional/Technical Design Service; Engineering and Design		\$220.00	\$1,100.00				
1	Discount Discount - Design Fee Credit	Tierney	(\$500.00)	(\$500.00)	\$0.00	\$0.00		
5	Minnesota State Contract - Project Management		\$90.00	\$450.00				
2	Minnesota State Contract - In-House Installation		\$90.00	\$180.00				
14	Minnesota State Contract - On-Site Installation		\$95.00	\$1,330.00				



215929



Quote

#215929

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424
www.tierney.com

09/08/2021

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
8	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$960.00				
1.2	Minnesota State Contract - Training Service Commissioning & Training		\$250.00	\$300.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$899.00	\$899.00				
1	Minnesota State Contract - Maintenance / Service (PRM 1 yr) Maintenance / Service; Upgrade to Premium One Year Installation Warranty including preventative maintenance.		\$249.00	\$249.00				

Subtotal \$13,280.73

Tax (0%) \$0.00

Shipping Cost \$299.63

Total \$13,580.36

To accept this quotation, sign here : _____

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

*All days include time in transit and assume product is not on back order with the manufacturer.



215929



1771 Energy Park Dr. #100, St. Paul, MN 55108
800.933.7337 | info@tierney.com | www.tierney.com

Tierney Premium Warranty Program
Designed for:
City of Richfield

Terms and Conditions

Tierney offers a Premium Warranty on the installation you have purchased. Tierney will provide all labor needed to correct any defects in the system. All manufacturer warranties will be honored under this warranty and if equipment is out of warranty Tierney will facilitate all repairs through the manufacturer. Also included in the Premium Warranty the customer will receive:

- Unlimited Phone Support
- On-site service
- Preventative Maintenance Check

Preventative Maintenance Check will be completed toward the end of the Premium warranty period or annually for multi-year Premium warranty contracts. The warranty period commences at the end of the original installation warranty.

During the warranty period, Tierney will first work to resolve any problems by troubleshooting over the phone. If Tierney Support Specialists determine that the issue cannot be resolved over the phone, a Technician will be dispatched to your location(s) within 24-48 hours (if necessary) of the original call (Monday through Friday 8:00am – 5:00pm, excluding national holidays). Customers outside of a 100-mile radius of Tierney are subject to mileage and trip charges. If service is required after the Premium warranty period has expired, the customer will be billed at Tierney current labor rates.

Obtaining Warranty Service

To obtain warranty service, please use your custom support portal (support.tierney.com) and contact us via chat, phone, or email:

<https://support.tierney.com/>

Click here for a short video explaining how to log in to your support portal your first time:

<http://content.jwplatform.com/players/TpGSX21s-kaM9q1Ga.html>

If you have any questions, please email support@tierney.com or call us at 800-933-7337. You can also call our advanced support line, 855-612-7762.

Obtaining Your Preventative Maintenance Check

Tierney will send out an email 60 days prior to the completion of each year requesting the customer to contact a Support Specialist at 612-331-5500 or by email at support@tierney.com to schedule a Preventative Maintenance Check. Customer may call to schedule Preventative Maintenance Check prior to the 60 day period if they require it done at an earlier date. Preventative Maintenance Checks are done Monday through Friday 8:00am – 5:00pm. Customer is responsible for providing access for up to 2 hours per room for Preventative Maintenance Check.

Limitations of coverage

The following items are excluded from coverage under the warranty:

- a. Damage or other equipment failure due to causes beyond our control including, but not limited to, operator negligence, the failure to maintain the equipment according to the owner's manual instructions, abuse, vandalism, theft, fire, flood, wind, freezing, power failure, inadequate power supply, acts of war or acts of God.
- b. Any utilization of equipment that is inconsistent with either the design of the equipment or the way the manufacturer intended the equipment to be used.
- c. Premium Warranty covers all hardware related failures. Network or software related failures are not covered under Tierney Premium Warranty.
- d. Operational or mechanical failure which is not reported prior to expiration of this contract.
- e. If programming is needed and Tierney doesn't have access to the program then customer will be billed current programming rates.
- f. Programming changes or updates are not covered under maintenance agreement, all requested changes will be billed at current programming rates.
- g. Contract does not cover equipment that has been added or altered within the system during the contract period.
- h. Equipment where the serial plate attached to the equipment is removed, defaced or made illegible.
- i. Damage resulting from unauthorized repair, software virus, improper electrical wiring and connections.
- j. Existing Owner Furnished equipment.
- k. Lift and Scaffolding rental is not included.

This maintenance contract refers to:

Richfield - 5 Room AV Upgrade
29636

I have read, understand and agree to the above terms and conditions per the plan elected.

Authorized Signature: _____

Date: _____



1771 Energy Park Dr. #100, St. Paul, MN 55108
800.933.7337 | info@tierney.com | www.tierney.com

City of Richfield
Richfield - 5 Room AV Upgrade
29636

Proposal Summary

Please Check the Quotes Intended for Purchase Order

A - Babcock

State Contract Total:	\$	41,654.19	
Non Contract Total:	\$	-	
Proposal Total:	\$	41,654.19	<input type="checkbox"/>

B - Bartholomew

State Contract Total:	\$	77,230.63	
Non Contract Total:	\$	-	
Proposal Total:	\$	77,230.63	<input type="checkbox"/>

C - Heredia

State Contract Total:	\$	59,818.83	
Non Contract Total:	\$	-	
Proposal Total:	\$	59,818.83	<input type="checkbox"/>

D - Executive

State Contract Total:	\$	34,836.89	
Non Contract Total:	\$	-	
Proposal Total:	\$	34,836.89	<input type="checkbox"/>

E - Fire Department

State Contract Total:	\$	34,945.30	
Non Contract Total:	\$	-	
Proposal Total:	\$	34,945.30	<input type="checkbox"/>

F - Fire Department Mobile Cart

State Contract Total:	\$	13,580.36	
Non Contract Total:	\$	-	
Proposal Total:	\$	13,580.36	<input type="checkbox"/>

Project Total:	\$	262,066.20	
-----------------------	-----------	-------------------	--

Tierney Intellectual Property Notice

All information in this proposal; including but not limited to Equipment Lists, Drawings, Scopes of Work; is considered confidential, and the intellectual property of Tierney Inc.

Tierney authorizes the Client notated on this quote to use the information provided for internal use only. This information is not authorized to be shared outside of the Client's organization without written consent from Tierney. The information is considered confidential, and only to be used within the Client's organization.

If the Client would like to share this information outside of their organization, or for the purposes of soliciting additional bids on the work, Tierney reserves the right to refuse that request, and/or charge for the time and materials it has taken to complete the work before authorizing the release of the information.

PROJECT PROPOSAL CONTENTS

SECTION 1

BECOMING YOUR PARTNER

SECTION 2

WE DESIGN YOUR WORLD

SECTION 3

SIMPLE FACTS ABOUT US

SECTION 4

STEP BY STEP

SECTION 5

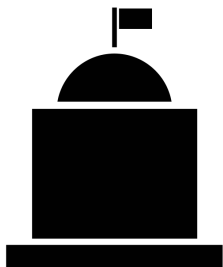
HELLO WE WOULD LOVE TO MEET

SECTION 6

PROJECTS

SECTION 7

TERMS & CONDITIONS



OUR MISSION

Provide our customers with the most suitable, reliable and advanced interactive solutions to inspire collaboration and improve performance.

1 | BECOMING YOUR PARTNER

IT'S WHAT WE ARE HERE FOR

Our years of experience across all vertical markets has developed our insights into trends, best practices, and best in class solutions for your technology initiatives.



**Earn
Your Trust**



**Provide
Solutions**



**Ongoing
Support**

Our goal is to be a trust partner, viewed as an experienced and valuable member of your team.

WHY WORK WITH AN INTEGRATOR

STRATEGY

- Consultation with your team to determine vision
- Establish your organizations design standards
- Create a solution that is scalable and forward thinking

DESIGN

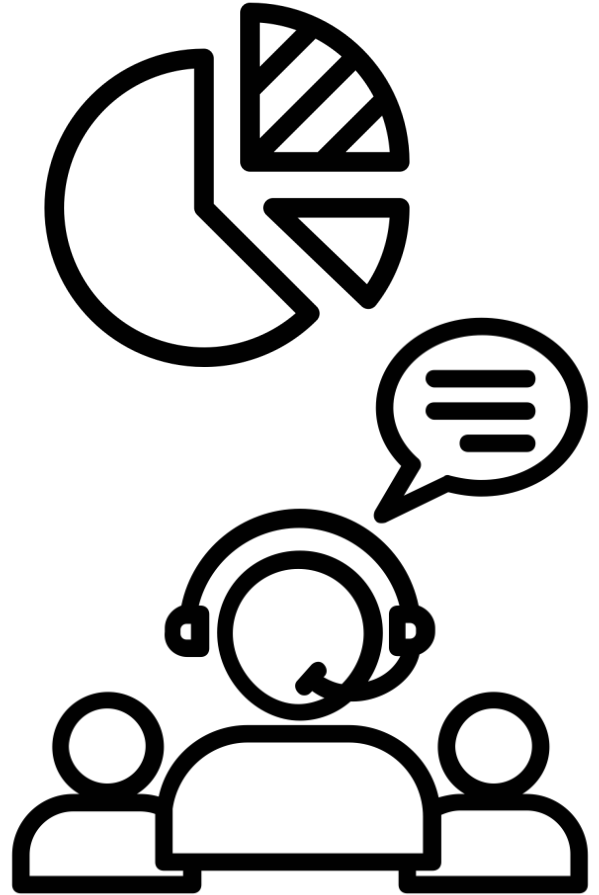
- We employ industry certified design engineers
- The design engineer is part of your team, working with your Account Executive
- A solution based on your desired scope will be created using industry leading manufacturers and practices

INTEGRATION

- Our teams of industry and state certified installers will ensure a professional installation
- A dedicated project manager will be assigned to your project to oversee the implementation from start to finish
- Upon completion of the project you will receive a full set of schematic drawings and any programming source code that was used

TECH SUPPORT

- Tierney provides unrivaled support with our easy to access helpdesk
- We utilize industry leading software to manage our service and support
- Our dedicated service team is the largest in the market and maintains their industry certifications to enable quick resolution to any service needs



We are driven by
creating
experiences that
deliver results for
your business, your
employees, or your
students.

2

WE DESIGN YOUR WORLD

... WITH BEST PRACTICES IN MIND

INTEGRATION IS OUR PLAYGROUND

Tierney's vast years of experience designing technology solutions for every market has shaped our award winning design philosophy. We use industry leading manufacturers and design with the future in mind. We listen to your current needs and design a system that allows for growth to the next logical step in your users technology growth. We also design to keep the user experience consistent from room to room and location to location.

SHORT PRESENTATION OF OUR SERVICES

And we can do more!

As a true collaborative partner to you and your organization, we not only work hard to understand your needs but also to change with you and develop services that can help fill gaps with in your organization.



STRATEGY

We are committed to developing and maintaining long-term partnerships with our customers and suppliers leading to solutions that are responsive to our customers' needs



MANUFACTURERS

Tierney is committed to actively pursuing new products or services to best serve our customers.



SYSTEMS

Tierney offers full systems installation and integration of all the products we offer. We have made it our goal to be the most qualified, full service integration team in the Midwest.



TECH SUPPORT

Service is a core value at Tierney. That's why we do repairs in our service center rather than shipping them to the manufacturer.



AV SOLUTIONS

Tierney offers full system design, installation and integration.



PROFESSIONAL DEVELOPMENT

Ongoing professional development is key to successful tech integration. Our PD team has the resources and experience to support your schools.



We are driven by creating experiences that deliver results for your business, your employees, or your students.

WHY RECOMMEND US

SIMPLE FACTS ABOUT US

WE ARE FULLY CAPABLE OF HANDLING YOUR NEEDS



Whether we are designing a small huddle space in your local office, a classroom or learning environment, or designing your new corporate headquarters somewhere around the country, we have you covered. From sales and design to implementation and ongoing support, our team of 175+ professionals value your partnership and work diligently to maintain your trust.

OUR COMPANY IN NUMBERS



175 +
wonderful people
working as a team



44
beautiful years of
achievements



10,000 +
successful projects
completed

RECENT AWARDS



AVIXA Certification
AV Provider of Excellence

WINNER / 2017 & 2016
BEST A/V Company
TCB Magazine

WINNER / 2018
FAST 50 AWARD
Twin Cities Business Journal

4 | STEP BY STEP

**FROM START TO FINISH, WE TAKE
YOUR IDEAS AND TURN THEM INTO
REALITY**

OUR APPROACH

Nobody knows your business better than you. You have goals and a vision, and our role is to listen, consult, and make that vision come to life.

Tierney has over forty years experience to draw from in the technology space. We pride ourselves on our comprehensive approach to make sure that we have taken all of the "unknowns" into account.

WHAT IS IMPORTANT

- Budget
- Timeline
- How do you currently work vs. how you would like to work
- Reliability and ease of use

NECESSARY STEPS TO PERFECTION

This walk we will do together!

PROJECT DEFINITION



We will sit down with your stakeholders to consult and develop your strategic goals for your investment.

STRATEGY & STRUCTURE



We will listen and develop an appropriate technology plan to meet current needs while allowing for future growth.

DESIGN



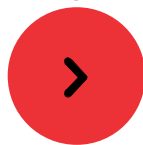
Tierney industry certified design engineers will research and build a solution to reliably achieve your project goals.

ONSITE DEVELOPMENT



Tierney project managers will work with you or your contractors to ensure the site is ready for installation and can support your newly integrated technology.

TESTING



Our installation professionals will build and test your system (many times this can be done in our production facility) to ensure a reliable performance.

LAUNCH



When the time is right to launch your new technology to your organization, Tierney will assist in training and providing materials to ease your staff into a more productive workplace.

HELLO!

WE WOULD LOVE TO MEET



For those of you that we have had the opportunity of working with in the past, THANK YOU for your partnership and trust in us. Our entire organization is grateful.

For those of you that are new to Tierney and considering us as a technology partner moving forward, we appreciate the opportunity and invite you to come and meet our wonderful team. Our new offices are a working showroom of some of the latest technologies being installed today, from conferencing to digital communications, interactive to collaborative, and much more.

The following page is a snapshot of “your team”, some of the folks that have been engaged on your project thus far.

THE BEST IN THEIR BRANCH

You will be amazed

**MIKE
CHAPLEY, CTS**



SALES REP

Industry certified with 4+ years of experience in technology consultation to help you navigate your technology initiative.

**DARRICK
KNUTSON, CTS**



ENGINEER

Industry certified with 20 years of audio visual design experience. Providing highly reliable system designs with thoughtful functionality in mind.

*A dedicated engineer will be assigned to your specific project

**CHRISTOPHER
OVERLIE, PMP**



PROJECT MANAGER

Industry certified with over 10 years of experience in site preparation, scheduling, communication, and risk & change management.

*A dedicated project manager will be assigned to your specific project

**HOLLY
GUST**



SALES COORDINATOR

Experienced SC providing a single point of contact for client communication in regards to purchase orders, invoices, deliveries, and project schedules.

**SEVILLA
ANDERSON**



TECH SUPPORT

Industry certified with seven years of providing our clients ongoing support of any service, warranty, or preventative maintenance support they may need.

**KYLEEN
DONAHUE**



DIGITALSIGNAGE

Industry certified with 20 years of technology experience relating to hardware, software, content creation, deployment, and consultation as needed for your digital communication.

6

PROJECTS

SOME OF OUR INSPIRED PROJECTS



Factory Motor Parts

WHAT WE DID:

- ✓ Research & Consultation
- ✓ Design
- ✓ Project Management
- ✓ Installation

[Click here to see a full case study](#)

FMP

The FMP Partners Network is the independent service centers' connection to all the parts, tools and technology you need to take your shop to the next level. This program is designed exclusively for independent shops.

COMMISSIONED 2018

Research | Design | Programming



SOME OF OUR INSPIRED PROJECTS

Take a look at our recent work



McNamara Alumni Center COMPANY INSTALLATION

In continued efforts to maintain its level of bold and beautiful standards the McNamara center partnered with Tierney to install and upgrade the center's digital needs.

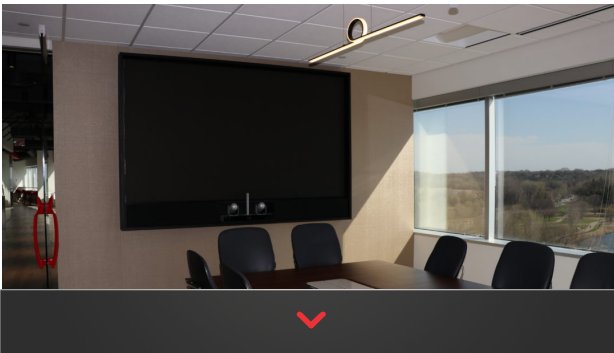
[Click here to see a full case study](#)



Rihm Kenworth COMPANY INSTALLATION

Tierney partnered with the company to design and implement their Audio Visual systems, as well as a portion of their internal and external signs and graphics for both of their new buildings.

[Click here to see a full case study](#)



International Dairy Queen COMPANY INSTALLATION

Tierney helped International Dairy Queen achieve their goals by installing state of the art technology in each of their new conference rooms, huddle rooms, and in their multipurpose room that doubles as both a training room and a work lounge/sensory room.

[Click here to see a full case study](#)



Magnet 360 COMPANY INSTALLATION

Working alongside Salesforce for 14 years, Magnet360 has gained deep expertise across all Salesforce products, and uses the knowledge to ensure our customers extract the full potential out of the platform.

[Click here to see a full case study](#)

MAINTENANCE & SERVICES OPTIONS

In case you want more.

01 Support Contracts

- Customized Support Options
- Access to Support Portal
- Preventative Maintenance Check(s)
- Dedicated Support Specialist
- Next Day Onsite Support
- Manufacturer Repair Assistance
- Meeting Support

02 Onsite Support

- Six Trained Technicians available for onsite support
- Ten Trained Installers
- Standard and Emergency support available
- Meeting Support
- Preventative Maintenance Check(s)
- Loaner Equipment

03 Lifeline and Repair Service

- Unlimited Phone and Email Support
- Six Trained Support Specialists
- In House Warranty Evaluations
- In House Repair Services
- Product Provisioning
- Programming Assistance

Contact your rep for a quote on added maintenance and service options.



PRODUCT
PROVISIONING



SUPPORT
PORTAL



PHONE/EMAIL
SUPPORT



CUSTOMER
SATISFACTION



SUPPORT
CONTRACTS



REPAIR
SERVICES

GLOBAL PRESENCE THROUGH PSNI NETWORK



170+
Offices Around the World



34+
Countries Covered & Expanding



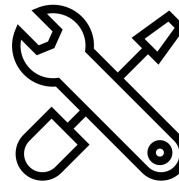
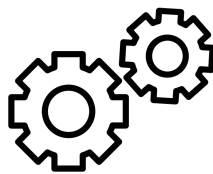
30+
Year-Old Network with a
Proven Track Record for Success



94%
Client Satisfaction in Service
and Integration

TIERNEY TECHNOLOGY NOW

Tierney Technology Now is designed to create the highest level of technology flexibility and protection. Our mission is to provide our customers with technology solutions that solve problems and create communication and collaboration environments that enhance productivity and learning. Technology changes fast and Tierney Technology Now ensures that your team is running at peak performance within a monthly operating budget.



GET THE RIGHT TECHNOLOGY SOLUTION NOW

- Smarter Cash Flow with Op-Ex vs. Cap-Ex
 - Reduces Risk of depreciating asset
 - Streamline budgeting

TECHNOLOGY LIFE CYCLE MANGEMENT WITH LESS RISK

- 3 year terms with flexible options (Return/Extend/Refresh)
 - Consistent path to upgrade without capital
- Tierney ensures system reliability and functionality

PREMIUM SOLUTION SUPPORT

- Lifetime preventative maintenance to predict equipment failures before they happen
 - Lifetime on-site support for faster response time and less business interference
 - Lifetime phone/email support with dedicated technology expert
- Complete access to Zendesk Support Portal for reporting and tracking support tickets



TERMS & CONDITIONS

BECAUSE TIME IS MONEY

- Entire Agreement.** These Terms and Conditions apply to the Sales Order (the "Order") and shall constitute the entire agreement (the "Agreement" or "Terms and Conditions") of Tierney ("Seller") and Buyer with respect to the subject matter hereof. These Terms and Conditions are controlling and shall supersede any prior or contemporaneous agreements, understandings or representations, oral or written, relating to the subject matter hereof. These Terms and Conditions shall govern in the event of any conflict between these Terms and Conditions and any provision contained in any subsequent Sales Order or Purchase Order or otherwise, the terms of which, whether conflicting, supplemental or otherwise, are expressly rejected.
- Shipment, Title and Risk of Loss.** Unless otherwise agreed in writing, or pursuant to a Buy and Hold transaction, title and risk of loss pass from Seller to Buyer upon receipt of shipment from Seller. Seller is responsible for damage that occurs during shipment to the customer (FOB Destination), unless the customer has arranged the shipping contract with their own provider. If the buyer has arranged their own shipping method, the buyer would assume responsibility and ownership of the goods once the shipment is picked up at the Sellers location (FOB Origin). Unless otherwise agreed in writing, the method of shipment will be at Seller's discretion. Any delivery or shipment date is an estimate only.
- Payment.** For accounts where credit has been established, terms are net 30 days following the date of invoice. Amounts not paid in full within 30 days of date of invoice will be subject to a service charge of 1% per month on the unpaid balance to be included on each month's statement until paid in full. Payment options are EFT or check. Tierney uses progress billing and invoices for equipment and services independently. Equipment billing is upon shipment of the equipment and start of installation of the project. Labor and services billing will be based on labor incurred, generally at the completion of the project or based on completion percentage. All payment terms outside of the general terms and conditions must be negotiated and all parties must be in agreement prior to the start of any and all work.
- Taxes and Other Charges.** In addition to any price provided in this Agreement, Buyer shall be liable for any tax, fee or other charge imposed on Seller at any time upon the sale and/or shipment of the products sold hereunder, now imposed by federal, state, municipal or any other governmental authorities or hereafter becoming effective for or during the period hereof.
- Cancellation or Default by Buyer.** This Order may not be cancelled in whole or in part by Buyer except with Seller's written consent. If at any time, in Seller's opinion, Buyer's credit is impaired, or if Buyer shall fail to pay to Seller any amount when due, under this or any other agreement, or if at any time Buyer shall indicate an intention to refuse to perform its obligation hereunder, Seller may at its option terminate this Agreement with respect to further shipments and all obligations of Buyer with respect to shipments previously made shall become immediately due and payable. In the event of such termination, Buyer shall remain liable to Seller for any and all loss or damage sustained due to Buyer's default. The Buyer's Liability, at the time of cancellation would be greater than or equal to 10% of the total of the order.
- Customized Goods.** In the event that the Order is for customized products or specially manufactured goods, or for products that Buyer customizes after receipt of the products, the Tierney Customized Product Sales Form shall be completed, attached hereto, and incorporated into these Terms and Conditions.
- Bill and Hold Transaction.** In the event Buyer has requested that Seller bill and hold the products pursuant to the Order, the Tierney Bill and Hold Agreement shall be completed, attached hereto, and incorporated into these Terms and Conditions.
- Force Majeure.** Seller shall not be liable for any loss, damage, delays, changes in shipment schedules or failure to deliver caused by any event beyond its reasonable control, including, without limitation, accident, fire, actual or threatened strike or riot, explosion, mechanical breakdown (including technological or information systems), plant

shutdown, unavailability of or interference with necessary transportation, any raw material or power shortage, compliance with any law, regulation or order, acts of God or public enemy, prior orders from others, or limitations on Seller's or its suppliers' products or marketing activities or any other cause or contingency beyond Seller's control.

9. **Limitation on Warranty and Remedies.** Seller warrants those products manufactured by it against defects caused solely by faulty assembly for 30 days after delivery. All other products, and the components and materials utilized in any assembled or customized products, are covered by, and subject to, the terms, conditions and limitations of the manufacturer's standard warranty, which warranty is expressly in lieu of any other warranty, express or implied, of or by Tierney or the manufacturer. Buyer's exclusive remedy, if any, under these warranties is limited, at Tierney's election, to any one of (a) refund of Buyer's purchase price or (b) replacement of any such product. Buyer acknowledges that except as specifically set forth or referenced in this paragraph, THERE ARE NO REPRESENTATIONS OR WARRANTIES OF ANY KIND (INCLUDING, WITHOUT LIMITATION, IN ADVERTISING MATERIALS, BROCHURES, OR OTHER DESCRIPTIVE LITERATURE) BY SELLER OR ANY OTHER PERSON, EXPRESS OR IMPLIED, AS TO THE CONDITION OR PERFORMANCE OF ANY PRODUCTS, THEIR MERCHANTABILITY, OR FITNESS FOR A PARTICULAR PURPOSE, OR OTHERWISE. SELLER ASSUMES NO RESPONSIBILITY OR LIABILITY WHATSOEVER FOR MANUFACTURER'S PRODUCT SPECIFICATIONS OR THE PERFORMANCE OR ADEQUACY OF ANY DESIGN OR SPECIFICATION PROVIDED TO SELLER BY OR ON BEHALF OF BUYER. NO WAIVER, ALTERATION, ADDITION OR MODIFICATION OF THE FOREGOING CONDITIONS SHALL BE VALID UNLESS MADE IN WRITING AND SIGNED BY AN OFFICER OF SELLER. SELLER SHALL UNDER NO CIRCUMSTANCES, WHETHER FOR A FAILURE OF ITS LIMITED REMEDY OR OTHERWISE, BE LIABLE TO BUYER OR OTHERWISE FOR SPECIAL, INCIDENTAL, DIRECT, PUNITIVE, OR CONSEQUENTIAL DAMAGES.

10. **Software License.** Title to any software installed with the products sold to Buyer remains with the applicable licensor(s). All software is subject to the applicable license agreement that is included with the products. Buyer agrees to be bound by the license agreement once the software is opened, the package is opened or its seal is broken. Warranty for any software shall be in accordance with the license agreement. Seller does not warrant any software under this Agreement.

11. **Limitation of Actions.** Products are deemed accepted by Buyer unless Buyer notifies Seller in writing within 10 days after receipt of products, if for quantity, or within 30 days after receipt of products, if for quality, loss of or damage to products, and the products must be held available at Buyer's place of business for Seller's inspection. Any action for breach of this Agreement, other than for non-payment, must be commenced within one year of the date of shipment, or due date of delivery in the event of non-delivery, of the particular shipment upon which such claim is based. No claim may in any event be made after products have in any way been used or processed by the Buyer. Buyer's remedies set forth herein are exclusive and the total liability of Seller for damages with respect to this Agreement, or anything done in connection therewith, shall be limited to the purchase price of the particular shipment with respect to which such damages are claimed.

12. **Returns.** No products may be returned to Seller without Seller's written consent. Products returned without Seller's prior written consent will be refused.

13. **Indemnification.** Buyer shall indemnify and hold Seller harmless from and against any and all claims, actions, suits, proceedings, costs, demands, damages and liabilities of any nature, relating to or in any way arising out of the delivery, rejection, installation, possession, use, operation, control or disposition of the products purchased by Buyer.

14. **Governing Law.** This Agreement shall be exclusively governed by and construed in accordance with the internal laws of the state of Minnesota.

15. **Amendment.** This Agreement shall not be amended except by a writing signed by an officer of the Seller and specifically stating that it is an amendment.

16. **Venue.** Any suit, action or proceeding with respect to this Agreement must be brought exclusively in the courts of the State of Minnesota or in United States courts located in the State of Minnesota, as either party may elect, and Buyer hereby submits to the jurisdiction of such courts for the purpose of any suit, action or proceeding. Buyer irrevocably waives any objections which it may now or hereinafter have to the venue of any suit, action or proceeding arising out of or relating to this Agreement in the courts located in the State of Minnesota and irrevocably waives any claim that any suit, action or proceeding brought in any such court has been brought in an inconvenient forum.

17. **Timeframe for Delivery of Professional Development Services (Training).** Tierney shall deliver any professional development services to the buyer within 12 months after placement of sales order. Tierney shall no longer be liable to provide professional development services after 12 months. Tierney will consider any contract to deliver professional development services fulfilled on the date 12 months after placement of sales order.



THANK YOU

FOR CONSIDERING US!

Tierney has been in the business of helping our partners improve their communication and tell their unique stories for over forty years. The only way to accomplish this is to listen to our customers needs, provide consultation based on our experience, and deliver on our promise. We strive to be a valued and trusted partner to your organization, not simply a supplier.

On behalf of our entire team at Tierney, we truly appreciate the opportunity to work with you on delivering your vision and supporting you each step of the way. Our success is dependent on your success.



1771 Energy Park Dr., Suite 100
St. Paul, MN 55108
800.933.7337
info@tierney.com
www.tierney.com